

COMMUNITY REINVESTMENT ACT

PUBLIC FILE



COMMUNITY REINVESTMENT ACT

NOTICE AND POLICY



COMMUNITY REINVESTMENT ACT NOTICE

Under the Federal Community Reinvestment Act (CRA), the Comptroller of the Currency evaluates our record of helping to meet the credit needs of this community consistent with safe and sound operations. The Comptroller also takes this record into account when deciding on certain applications submitted by us.

Your involvement is encouraged.

You are entitled to certain information about our operations and our performance under the CRA, including, for example, information about our branches, such as their location and services provided at them; the public section of our most recent CRA Performance Evaluation, prepared by the Comptroller; and comments received from the public relating to our performance in helping to meet community credit needs, as well as our responses to those comments. You may review this information today.

At least 30 days before the beginning of each quarter, the Comptroller publishes a nationwide list of the banks that are scheduled for CRA examination in that quarter. This list is available from the Deputy Comptroller at:

Deputy Comptroller Northeastern District Office of the Comptroller of the Currency 340 Madison Avenue, Fifth Floor New York, NY 10173-0002

You may send written comments about our performance in helping to meet community credit needs to:

CRA Officer Rosedale Federal Savings and Loan Association 9616 Belair Road Baltimore, Maryland 21236

and:

Deputy Comptroller Northeastern District Office of the Comptroller of the Currency 340 Madison Avenue, Fifth Floor New York, NY 10173-0002

Your letter, together with any response by us, will be considered by the Comptroller in evaluating our CRA performance and may be made public.

You may ask to look at any comments received by the Deputy Comptroller. You may also request from the Deputy Comptroller an announcement of our applications covered by the CRA filed with the Comptroller.



POLICY STATEMENT AND RESOLUTION

It is Rosedale Federal Savings & Loan Association's ("Rosedale Federal" or "Association") policy to ensure proper adherence to the provisions and intent of the Community Reinvestment Act in order to meet the goals of the credit needs of the communities the Association serves, including low and moderate-income neighborhoods. The Association's lending programs, deposit products and other financial services are designed to enable the Association's community to purchase homes, businesses, and build financial security.

Whereas Rosedale Federal Savings and Loan Association has a policy of providing deposit and lending services to prospective customers located in areas serviced by our offices and throughout central Maryland, be it resolved that the Association adopts the following statement:

Rosedale Federal will concentrate its deposit and lending services in the local community served by its offices located in Overlea, Rosedale, Perry Hall, Bel Air, White Marsh, Abingdon, Forest Hill, Towson, Dundalk, Timonium, Parkville, Arbutus, and Pasadena. Rosedale Federal's CRA assessment area consists of the following counties within the Baltimore-Columbia-Towson Metropolitan Statistical Area (MSA): Baltimore City, and Anne Arundel, Baltimore, Carroll, Harford, and Howard counties.

The following map (appended to end of policy) shows the assessment area which is the focus of the Association's deposit and lending services. Loan and deposit applications outside the central Maryland area will be considered on a case-by-case basis, as these will be considered a secondary service area. The duty of this Association shall be to help meet the deposit and credit needs of customers within the Baltimore-Columbia-Towson MSA first, and within its secondary area with any excess funds.

For purposes of regulatory classification and this policy, the Association has classified itself as an Intermediate Small bank under the Act.

ENFORCEMENT

The Board of Directors will review this policy on an annual basis to ensure continued compliance with the Act and with the strategic goals of the Association. Senior management is responsible for ensuring these policy requirements are implemented and administered in compliance with the approved policy.

The primary responsibility for enforcement of this policy and its operating procedures rests with the CRA Officer. All Officers, Managers, and employees are expected to cooperate in making it effective.

ACCOUNTABILITY

Board of Directors and Senior Management

The Board of Directors has the ultimate responsibility to ensure the proper management of the Association's CRA Program. To accomplish this goal, the Board of Directors has charged Senior Management with the responsibility to determine the necessary course of action to ensure adherence to appropriate laws and regulations is managed in an effective and consistent manner for the entire organization.

Specifically, the Board of Directors is responsible for:

- 1. Ensuring the quality of the Association's CRA Program;
- 2. Designating a qualified CRA Officer;
- 3. Maintaining a working knowledge of the Association's CRA Program; and
- 4. Reviewing for formal adoption the written policies necessary to ensure effective adherence with applicable compliance laws and regulations.



CRA Officer and CRA Committee

Senior Management through the directive issued by the Board of Directors has elected a CRA Officer to supervise the overall management of the Association's CRA Program. The CRA Officer will report directly to the Association's President in matters relating to compliance. The CRA Officer will report quarterly to the Board of Directors the status of the CRA program and results of the CRA Committee quarterly meetings.

The CRA Officer will oversee the Association's CRA Committee. The Committee will consist of members from all departments related to the CRA program (e.g., Loan Origination, Loan Servicing, Marketing, Compliance, etc.). The Committee will be responsible for the design and administration of a comprehensive CRA program. CRA compliance represents an ongoing operational process. While the CRA Officer and CRA Committee are responsible for the programs' coordination and oversight, each department, branch, and manager will be accountable for compliance in its own area. Likewise, each employee will be responsible for assuring that his or her own work complies with all applicable rules.

The CRA Officer and Committee will be responsible for:

- monitoring the Association's compliance with CRA including notification and public file requirements.
- coordinate and monitor continuing efforts to ascertain local credit needs through interaction with various individuals and community groups.
- Regularly evaluate the Association's efforts to meet local credit needs, including those of low- and moderate-income areas as well as low- and moderate-income borrowers.
- recommend ways to improve the Association's CRA performance.
- Ensure that the Board of Directors reviews and approves the CRA Policy and Statement at least annually and is informed of the Association's CRA compliance efforts on a periodic basis.
- Review and discuss all CRA community development loans and investments, community outreach and donations, and statistical fair lending data analysis.
- maintain detailed CRA tracking and recordkeeping.
- Reviewing and implementing changes to the CRA program mandated by the law.
- Reviewing and assigning the Association's CRA training program.
- Supporting an independent CRA audit program and reviewing and responding to audit exceptions and/or regulatory examination results; and
- Providing overall general guidance and expertise to ensure the successful implementation of the Association's CRA Program.

PERFORMANCE TESTS, STANDARDS AND RATINGS

In general, the Association's federal regulator will consider its responsiveness to credit and community development needs, as well as the innovativeness and complexity of the Association's community development lending, qualified investments, and community development services. This criterion includes consideration of the degree to which they serve as a promoter for other community development activities. This criterion is designed to add a qualitative element to the evaluation of the Association's performance.

PERFORMANCE CRITERIA – INTERMEDIATE SMALL BANK

An intermediate small bank's performance is evaluated pursuant to the following criteria:

- 1. Lending Test:
 - A. The bank's loan-to-deposit ratio (adjusted for seasonal variation) and as appropriate, other lending-related activities, such as loan originations for sale to the secondary markets, community development loans, or qualified investments. The loan-to-deposit ratio is calculated in the same manner that the Uniform Bank Performance Report (UBPR) determines the ratio. It is calculated by dividing the bank's net loans and leases by its total deposits. The ratio is found in the Liquidity and Investment Portfolio section of the UBPR. An examiner will use this ratio to calculate an



average since the last examination by adding the quarterly loan-to-deposit ratios and dividing the total by the number of quarters;

- B. The percentage of loans, and as appropriate, other lending related activities located in the bank's assessment area(s);
- C. The bank's record of lending to and as appropriate, engaging in other lending related activities for borrowers of different income levels and businesses and farms of different sizes;
- D. The geographic distribution of the bank's loans; and
- E. The bank's record of taking action, if warranted, in response to written complaints about its performance in helping to meet credit needs in its assessment area(s).

Lending related activities will be considered when it is necessary to determine whether the bank meets or exceeds the standards for a satisfactory rating. An examiner will also consider other lending related activities at the bank's request.

- 2. Community Development Test:
 - A. The number and amount of community development loans;
 - B. The number and amount of qualified investments;
 - C. The extent to which the bank provides community development services; and
 - D. The bank's responsiveness through such activities to community development lending, investment and services needs.

An intermediate small bank has the flexibility to allocate its resources among community development loans, qualified investments and community development services in amounts that it reasonably determines are most responsive to community development needs and opportunities. Appropriate levels of each of these activities would depend on the capacity and business strategy of the bank, community needs and number and types of opportunities for community development.

Federal regulators will consider not only the types of services provided to benefit low- and moderateincome individuals, such as low-cost bank checking accounts and low-cost remittance services, but also the presence of branches located in low- and moderate-income geographies to help demonstrate the availability of banking services to low- and moderate-income individuals

Additionally, federal regulators will consider not only quantitative measures of performance, such as the number and amount of community development loans, qualified investments and community development services, but also qualitative aspects of performance. Examiners will evaluate the responsiveness of the bank's community development activities in light of the bank's capacity, business strategy, the needs of the community and the number and types of opportunities for each type of community development activity (its performance context). Examiners will also consider the results of any assessment by the bank of community development needs and how the bank's activities respond to those needs.

An evaluation of the degree of responsiveness considers the volume, mix, and qualitative aspects of community development loans, qualified investments and community development services. Consideration of the qualitative aspects of performance recognizes that community development activities sometimes require special expertise or effort on the part of a bank or provide a benefit to the community that would not otherwise be made available. However, "innovativeness" and "complexity" factors examiners may consider when evaluating a large bank under the lending, investment and service tests are not criteria in the intermediate small bank community than a larger loan. Activities are considered particularly responsive to community development needs if they benefit low- and moderate-income individuals in low- or moderate-income geographies, designated disaster areas or distressed or underserved middle income non-metropolitan geographies.

EFFECT OF CRA PERFORMANCE ON APPLICATIONS

A federal regulator considers the record of performance under the CRA of:



- 1. Each applicant bank for the:
 - A. Establishment of a domestic branch by a state member bank; and
 - B. Merger, consolidation, acquisition of assets or assumption of liabilities requiring approval under the Bank Merger Act if the acquiring, assuming or resulting bank is to be a state member bank; and
- 2. Each insured depository institution controlled by an applicant and subsidiary bank or savings association proposed to be controlled by an applicant:
 - A. To become a bank holding company in a transaction that requires approval under Section 3 of the Bank Holding Company Act;
 - B. To acquire ownership or control of shares or all or substantially all the assets of a bank, to cause a bank to become a subsidiary of a bank holding company, or to merge or consolidate a bank holding company with any other bank holding company in a transaction that requires approval under Section 3 of the Bank Holding Company Act; and
 - C. To own, control or operate a savings association in a transaction that requires approval under section 4 of the Bank Holding Company Act.

A bank's record of performance may be the basis for denying or conditioning approval of an application. In cases in which CRA performance is a relevant factor, information from a CRA performance examination of a bank is a particularly important consideration in the applications process because it represents a detailed evaluation of the banks CRA performance by its federal regulator. In this light an examination is an important and often controlling factor in the consideration of a bank's record. In some cases, the examination may not be recent, or a specific issue raised in the application process, such as progress in addressing weaknesses noted by an examiner, progress in implementing commitments previously made to the reviewing agency, or a supported allegation from a commenter, is relevant to CRA performance and was not addressed in the examination. In these circumstances, a bank should present sufficient information to supplement its record of performance and to respond to the substantive issues raised in the application proceeding.

Commitments for future action are not viewed as part of the CRA record of performance. In general, a bank cannot use commitments made in the applications process to overcome a seriously deficient record of CRA performance. However, commitments for improvements in a bank's performance may be appropriate to address specific weaknesses in an otherwise satisfactory record or to address CRA performance when a financially troubled institution is being acquired.

Interested Parties

As part of the application process a federal regulator considers any views expressed by interested parties. Written comments, which may express either support for or opposition to the application, are made as part of the record in accordance with regulatory procedures and are carefully considered in the decision-making process. Comments should be supported by facts about the applicant's performance and should be as specific as possible in explaining the basis for supporting or opposing the application.

ASSESSMENT AREA DELINEATION

Rules for Delineating Assessment Area

A bank is required to delineate one or more assessment areas. These assessment areas will be evaluated by the bank's federal regulator to determine if the bank is meeting the credit needs of its community.

A bank's assessment area for CRA purposes generally consists of:

1. Geographic Area(s)



- A. Generally, consist of one or more MSAs or metropolitan divisions (using the MSA or metropolitan division boundaries that were in effect as of January 1 of the calendar year in which the delineation is made); or
- B. One or more contiguous political subdivisions, such as counties, cities, towns, townships or Indian reservations; and
- C. Includes the geographies in which the bank has its main office, its branches, and its deposit taking ATMs, as well as the surrounding geographies in which the bank has originated or purchased a substantial portion of its loans (including home mortgage loans, small business and small farm loans, and any other loans the bank chooses, such as those consumer loans on which the bank elects to have its performance assessed).
- 2. Census Tracts
 - A. The geographies (i.e., census tracts) in which a bank has its main office, any branches and deposit taking ATMs; and
 - B. The surrounding tracts in which a bank has originated or purchased a substantial portion of its loans.
- 3. Adjustments A bank may adjust the assessment area to include only that portion of a political subdivision that the bank can reasonably be expected to serve. It must include whole geographies (i.e., census tracts or block numbering areas) in its assessment areas and generally should include entire political subdivisions. Because census tracts and block numbering areas are the common geographic areas used consistently nationwide for data collection, federal regulators require that assessment areas be made up of whole geographies. If including an entire political subdivision would create an area that is larger than the area a bank can reasonably be expected to serve, the bank may (but is not required to) adjust the boundaries of its assessment area to include only portions of the political subdivision. For example, this adjustment is appropriate if the assessment area would otherwise be extremely large, of unusual configuration, or divided by significant geographic barriers (such as a river, mountain, or major highway system). When adjusting the boundaries of its assessment areas, a bank must not arbitrarily exclude low- or moderate-income geographies or set boundaries that reflect illegal discrimination.
- 4. Limitations on Assessment Area The assessment area for CRA purposes must only consist of whole census tracts and may not:
 - A. Be based on or reflecting illegal discrimination.
 - B. Arbitrarily exclude low- or moderate-income census tracts; or
 - C. Extend substantially beyond a MSA or beyond a state boundary unless the assessment area is located in a multi-state MSA. If a bank serves a geographic area that extends substantially beyond a state boundary, the bank shall delineate separate assessment areas for the areas in each state. If a bank serves a geographic area that extends substantially beyond a MSA boundary, the bank shall delineate areas for the areas inside and outside the MSA.

ROSEDALE FEDERAL'S ASSESSMENT AREA

Rosedale Federal's CRA assessment area consists of the following Central Maryland counties within the Baltimore-Columbia-Towson Metropolitan Statistical Area (MSA): Baltimore City, and Anne Arundel, Baltimore, Carroll, Harford, and Howard counties and all their census tracts. Rosedale Federal focuses its deposit and lending services in the local community served by its offices located in Overlea, Rosedale, Perry Hall, Bel Air, White Marsh, Abingdon, Forest Hill, Towson, Dundalk, Timonium, Parkville, Arbutus, and Pasadena. Loan and deposit applications outside the Central Maryland area will be considered on a case-by-case basis, as these are considered a secondary service area. The assessment area includes geographies in which the Association has its branch locations and does not arbitrarily exclude low- or moderate-income geographies.

Annual Review of Assessment Area



Each year, in conjunction with the Association's self-assessment, the Association may review and adjust the assessment area boundaries at its discretion. An example of this adjustment could be a contraction or expansion of the Association's assessment area warranting the following:

- 1. The results of the annual analysis of the geographical distribution of an Association's lending activity, indicating that an Association's borrowing base expanded beyond the current territory to the point where the majority of an Association's loans may not be confined to existing boundaries.
- 2. The opening of a new branch, which may require the delineation of a separate or expanded assessment area.
- 3. The establishment of an offsite proprietary Automated Teller Machine (ATM).
- 4. A branch closure; or
- 5. A regulatory CRA examination in which an Association's assessment area delineation is determined to be inappropriate or not in compliance with the regulation.

The Association considers its assessment area as part of their business and strategic planning process.

CRA PUBLIC FILE AND NOTICE

The Association's CRA Public File must contain the following information, current as of April 1st of each year:

- 1. Written Comments All written comments received from the public:
 - A. For the current year and each of the prior two (2) calendar years; and
 - B. Specifically relating to the Association's performance in helping to meet community needs.
- 2. Response to Comments Any responses by the Association to comments, if neither the comments nor the responses contain statements that:
 - A. Reflect adversely on the good name or reputation of any persons other than the Association; or
 - B. Contain information which would violate specific provisions of the law.
- Public Section of CRA Performance Evaluation A copy of the public section of the Association's most recent CRA Performance Evaluation prepared by the supervisory agency. This must be in the Association's public files within 30 business days of receipt.
- 4. Branch Listing A list of the Association's branches, including their street addresses and geographies (i.e., census tracts).
- 5. List of Branches Opened or Closed A list of branches open or closed by the Association during the current year and each of the prior two calendar years, including their street address and geographies (i.e., census tracts).
- 6. List of Services A list of the services generally offered at the Association's branches and descriptions of material differences in the availability or cost of services at particular branches, if any. This includes the Association's:
 - A. Hours of operation.
 - B. Available loan and deposit products; and
 - C. Transaction fees.
- 7. Assessment Area Map and Geographies A map of each assessment is showing the boundaries of the area and identifying the geographies contained with the area, either on the map or in a separate list.
- HMDA Mortgage Loan Disclosure Statements A written notice that the Association's HMDA Disclosure Statements may be obtained on the Bureau's Web site at <u>www.consumerfinance.gov/hmda</u>. This written notice shall be placed in the public file within three business days after receiving notification of its availability from the FFIEC.
- 9. Loan-to-deposit Ratio The Association's loan-to-deposit ratio for each quarter of the prior calendar year or more.
- 10. Other Information Any other information of the Association's CRA Officer chooses to incorporate into the Association's CRA Public File, such as performance context information.
- 12. Small Banks Data If the Association was a small bank during the prior calendar year it shall include in its public file:
 - A. The Association's loan-to-deposit ratio for each quarter of the prior calendar year and, at its option, additional data on its loan-to-deposit ratio; and



- B. The information required for other bank's if the Association has elected to be evaluated under the Lending, Investment, and Service tests.
- 13. Banks with Less Than Satisfactory Ratings If the Association received a less than satisfactory rating during its most recent examination it is required to include in its public file a description of its current efforts to improve its performance in helping to meet the credit needs of its entire community and update the description quarterly.

Public File and Notice Location Requirements

It is the policy of Rosedale Federal that a CRA Notice is posted in the lobby of each office, and the Association's CRA Public File is made available to the public for inspection upon request. A copy of the public file is maintained on the Association's intranet (Eagles' Nest) under the Compliance Department section.

It is the policy of the Association to provide copies upon request, either on paper or in another form acceptable to the person making the request, of the information in its public file. All inquiries or requests for the Association's public file should be communicated to the Chief Compliance Officer or the President prior to providing copies. The Association may charge a reasonable fee not to exceed the cost of copying and mailing (if applicable).

COMPLAINTS

Any complaint which addresses the Association's CRA performance is to be given prompt, courteous and fair attention. This includes complaints from customers, non-customers, community groups, or a banking regulator.

Examples of complaints relating to the Association's CRA performance are as follows:

- 1. A complaint that the Association has demonstrated discriminatory practices in making a credit decision or in making credit available.
- 2. A complaint of any nature received from a community organization.
- 3. A complaint that refers directly or indirectly to the Community Reinvestment Act.
- 4. A complaint that a particular credit product is not offered by the Association.
- 5. A complaint referencing the Association's activities in a particular geographic area.
- 6. A complaint that in any way alludes to discrimination, other than strictly in the employment context.
- 7. A complaint about the Association's business days or hours or branch location(s).
- 8. A complaint concerning the Association's response to a real estate secured loan request, in particular a residential mortgage, residential construction, home improvement or home equity loan or line of credit; and
- 9. A complaint concerning the Association's response to an applicant for small business credit.

Verbal or written complaint(s) received that impact the Association's CRA performance are to be immediately referred to the Association's CRA Officer. The CRA Officer is responsible for handling the complaint and coordinating a response with the impacted department. The CRA Officer is to ensure that the Association's Compliance Officer is also notified and copied on the complaint and response. The CRA Officer will report any CRA-related complaints to the CRA Committee.

It is the Association's policy to respond in writing to any written CRA complaint. Any complaint affecting the Association's CRA performance is a serious matter and is to be provided immediate attention until the problem is resolved to the satisfaction of all parties to the extent possible.

The CRA Officer is to ensure that the written complaint and response are routed to the Association's CRA Public File at all branch office locations.

CHARITABLE CONTRIBUTIONS

It is the responsibility of the Marketing Department to:



- 1. Administer the Association's charitable contribution program, including the development and maintenance of policies and procedures.
- 2. Evaluate whether a charitable request meets the Association's eligibility criteria standards, is a qualified investment for CRA purposes, and approve or decline such requests.
- 3. Approve or decline charitable contribution requests that do not meet the Association's approved eligibility criteria.
- 4. Report to the CRA Committee on a quarterly basis regarding the state of the Association's charitable contributions program; and
- 5. Inform all Association personnel of the directives and scope of the contribution policy.

Eligible Organization Criteria

The Association typically considers organizations that benefit low and moderate-income individuals within the Association's CRA Assessment Area for charitable contributions. Examples of such organizations are those that offer:

- 1. Community development, revitalization or stabilization programs.
- 2. Community health care services.
- 3. Affordable housing programs.
- 4. Economic forums and studies.
- 5. Economic development.
- 6. Small business foundations.
- Community development corporations (CDCs) or community development financial institutions (CDFIs);
- 8. Employment training programs.
- 9. Educational programs within the community; or
- 10. Social welfare programs.

Ineligible Organization Criteria

Organizations that typically would not be eligible to receive funding from the Association are:

- 1. Political candidates or campaigns.
- 2. Individual religious organizations.
- 3. Fraternal organizations; or
- 4. Employment unions.

TRAINING

Senior Management, Branch and Department Managers, and Association staff are required to consider the Association's CRA responsibilities as part of safe and sound lending practices. Such personnel are to receive a current copy of this policy for reference. The CRA Officer and Chief Lending Officer are responsible for ensuring that the Association's lending staff applies CRA and fair lending standards in all credit activities and decisions.

- Board of Directors and Senior Management The Board of Directors and Senior Management are to be kept informed of the Association's CRA goals and performance. The CRA Officer will review with the Board of Directors and Senior Management on a periodic basis the effectiveness of the Association's CRA Program
- Branch and Department Managers and Loan Officers Branch and Department Managers and Lending Officers must have a good understanding of both CRA and fair lending laws, as they are primarily responsible for accomplishing the performance standards required for a satisfactory or outstanding rating.
- Other Personnel All other personnel are to know the identity of the Association's CRA Officer; read and understand the Association's CRA Policy; and know the location of the Association's public CRA file and public notices.



Frequency of Training

It is the responsibility of the CRA Officer to ensure that all personnel receive job specific training on CRA and the directives of this policy on an annual basis. All officers of the Association are responsible for the complete comprehension of this policy and for verifying their employees understand their responsibilities.

RETENTION OF DOCUMENTS

The Association is required to retain evidence of compliance with CRA according to the Record Retention Schedule of the Association.



APPENDIX A

IMPORTANT DEFINITIONS

- 1. <u>Affiliate</u> any company that controls, is controlled by, or is under common control with another company (such as a subsidiary). The term also means a company that is under common control with another company if both companies are directly or indirectly controlled by the same company.
- 2. Area Median Income -
 - A. The median family income for the MSA, if a person or geography is located in a MSA, or for the metropolitan division, if a person or geography is located in a MSA that has been subdivided into metropolitan divisions; or
 - B. The statewide non-metropolitan median family income, if a person or geography is located outside a MSA.
- 3. Assessment Area a geographic area delineated in accordance with the Act.
- 4. <u>Automated Teller Machine (ATM)</u> an automated, unstaffed banking facility owned or operated by, or operated exclusively for the bank at which deposits are received, cash dispersed, or money lent.
- 5. <u>Bank</u> a State member bank as that term is defined in section 3(d)(2) of the Federal Deposit Insurance Act and includes an uninsured State branch (other than a limited branch) of a foreign bank.
- 6. <u>Branch</u> a staffed banking facility approved as a branch, whether shared or not, including, for example, a mini branch in a grocery store or a branch operated in conjunction with any other local business or nonprofit organization.

A staffed mobile office authorized as a branch is included in this definition, in addition to an Automated Teller Machine (ATM) and Remote Service Facility (RSF). A Loan Production Office (LPO) or any other office is not authorized as a "branch" unless they are authorized as a branch of the institution through the regulatory approval process of the institution's supervisory agency.

- 7. <u>Community Development</u> This definition applies to all banks:
 - A. Affordable housing (including multi-family rental housing) for low- or moderate-income individuals. The concept of "affordable housing" for low- or moderate-income individuals hinges on whether low- or moderate-income individuals benefit, or are likely to benefit, from the housing. It would be inappropriate to give consideration to a project that exclusively or predominately houses families that are not low or moderate income simply because the rents or housing prices are set according to a particular formula. For projects that do not yet have occupants, and for which the income of the potential occupants cannot be determined in advance, or in other projects where the income of occupants cannot be verified, federal regulators will review factors such as demographic, economic and market data to determine the likelihood that the housing will "primarily" accommodate low- or moderate-income individuals. For example, examiners may look at:
 - Median rents of the assessment area and the project;
 - The median home value of either the assessment area, low- or moderate-income geographies or the project;
 - The low- or moderate-income population in the area of the project; or
 - The past performance record of the organization(s) undertaking the project.

Further, such a project could receive consideration if its express bona fide intent, as stated, for example, in a prospectus, loan proposal or community action plan is community development;



- B. Community services targeted to low- or moderate-income individuals;
- C. Activities that promote economic development by financing small businesses or farms that meet the size eligibility standards of the Small Business Administration's (SBA's) Development Company or Small Business Investment Company programs or have gross annual revenues of \$1 million or less. However, this definition does not limit community development loans and services and qualified investments to those activities. Community development also includes community or tribal based child care, educational, health, or social services targeted to low- or moderate-income persons, affordable housing for low- or moderate-income individuals, and activities that revitalize or stabilize low- or moderate-income areas; or
- D. Activities that revitalize or stabilize. Such activities are those that help to attract and retain businesses and residents. Federal regulators will presume that an activity revitalizes or stabilizes a low-or-moderate income geography if the activity has been approved by the governing board of an Enterprise Community or Empowerment Zone and is consistent with the board's strategic plan. The examiners will make the same presumption if the activity has received similar official designation as consistent with a federal, state, local or tribal government plan for the revitalization or stabilization of the geography. Examiners will evaluate the activity's actual impact on the geography, if information about this is available to determine whether other activities revitalize or stabilize a low- or moderate-income geography. If not, examiners will determine whether the activity is consistent with the community's formal or informal plans for the revitalization and stabilization of the low- or moderate-income geography. Activities include:
 - Low- or moderate-income geographies. This definition also includes activities outside of lowand moderate-income areas that provide affordable housing for, or community services targeted to, low- or moderate-income individuals and activities that promote economic development by financing small businesses and farms. Activities that stabilize or revitalize particular low- or moderate-income areas (including by creating, retaining, or improving jobs for low- or moderate-income persons) also qualify as community development, even if the activities are not located in these low- or moderate-income areas. One example is financing a supermarket that serves as an anchor store in a small strip mall located at the edge of a middle-income area, if the mall stabilizes the adjacent low-income community by providing needed shopping services that are not otherwise available in the low-income community.

The flexibility of the performance standards allows federal regulators to account in their evaluations for conditions in high cost areas. Examiners consider lending and services to individuals and geographies of all income levels and businesses of all sizes and revenues. In addition, the flexibility in the requirement that community development loans, community development services, and qualified investments have as their "primary" purpose community development allows examiners to account for conditions in high cost areas. For example, examiners could take into account the fact that activities address a credit shortage among middle income people or areas caused by the disproportionately high cost of building, maintaining or acquiring a house when determining whether an institution's loan to or investment in an organization that funds affordable housing for middle income people or areas, as well as low- and moderate-income people or areas, has as its primary purpose community development.

Designated disaster areas by the federal government. Such disaster designations include, in particular, Major Disaster Declarations administered by the Federal Emergency Management Agency (FEMA), but excludes counties designated to receive only FEMA Public Assistance Emergency Work Category A (Debris Removal) and/or Category B (Emergency Protective Measures). Federal regulators will consider bank activities related to disaster recovery that revitalize or stabilize a designated disaster area for 36 months following the date of designation. This period may be extended when there is a demonstrable community need to extend the period for recognizing revitalization or stabilization activities in a particular disaster area to assist in long-term recovery efforts.



Federal regulators will generally consider an activity to revitalize or stabilize a designated disaster area if it helps to attract new, or retain existing, businesses or residents and is related to disaster recovery. An activity will be presumed to revitalize or stabilize the area if the activity is consistent with a bona fide government revitalization or stabilization plan or disaster recovery plan. The examiners will generally consider all activities relating to disaster recovery that revitalize or stabilize a designated disaster area but will give greater weight to those activities that are most responsive to community needs, including the needs of low- or moderate-income individuals or neighborhoods. Qualifying activities may include for example:

- 1. Providing financing to help retain businesses in the area that employs local residents, including low- and moderate-income individuals;
- 2. Providing financing to attract a major new employer that will create long term job opportunities, including low- and moderate-income individuals;
- 3. Providing financing or other assistance for essential community wide infrastructure, community services, and rebuilding needs; and
- 4. Activities that provide housing, financial assistance, and services to individuals in designated disaster areas and to individuals who have been displaced from those areas, including low- and moderate-income individuals.
- Distressed or underserved non-metropolitan middle-income geographies designated by the Federal Reserve Board, Federal Deposit Insurance Corporation, and Office of the Comptroller of the Currency, based on:
 - 1. Rates of poverty, unemployment and population loss; or
 - 2. Population size, density and dispersion. Activities revitalize and stabilize designated geographies based on population size, density, and dispersion if they help to meet essential community needs, including needs of low- and moderate-income individuals.

Eligible non-metropolitan middle-income geographies are those designated by the federal regulators as being in distress or that could have difficulty meeting essential community needs (underserved). A particular geography could be designated as both distressed and underserved.

A non-metropolitan middle-income geography will be designated as distressed if it is in a county that meets one or more of the following triggers:

- 1. An unemployment rate of at least 1.5 times the national average;
- 2. A poverty rate of 20 percent or more; or
- 3. A population loss of 10 percent or more between the previous and most recent decennial census or a net migration loss of five percent or more over the five-year period preceding the most recent census.

An activity that revitalizes or stabilizes a distressed non-metropolitan middle-income geography is one that helps to attract new, or retain existing, businesses or residents. An activity will be presumed to revitalize or stabilize the area if the activity is consistent with a bona fide government revitalization or stabilization plan. Examiners will generally consider all activities that revitalize or stabilize a distressed non-metropolitan middle-income geography but will give greater weight to those activities that are most responsive to community needs, including needs of low- or moderate-income individuals or neighborhoods. Qualifying activities may include, for example, providing financing to attract a major new employer that will create long term job opportunities, including for low- and moderate-income individuals, and activities that provide financing or other assistance for essential infrastructure or facilities necessary to attract or retain businesses or residents.

A non-metropolitan middle-income geography will be designated as underserved if it meets criteria for population size, density, and dispersion that indicate the area's population is



sufficiently small, thin, and distant from a population center that the tract is likely to have difficulty financing the fixed costs of meeting essential community needs. Referral regulators will use as the basis for these designations the "urban influence codes," numbered "7," "10," "11," and "12" maintained by the Economic Research Service of the United States Department of Agriculture.

Activities revitalize or stabilize an underserved non-metropolitan middle-income geography are those that help to meet essential community needs, including needs of low- or moderate-income individuals. Activities such as financing for the construction, expansion, improvement, maintenance, or operation of essential infrastructure or facilities for health services, education, public safety, public services, industrial parks, or affordable housing, will be evaluated under these criteria to determine if they qualify for revitalization or stabilization consideration. Examples of the types of projects that qualify as meeting essential community needs, including needs of low- or moderate-income individuals, would be a:

- 1. New or expanded hospital that serves the entire county, including low- and moderateincome residents;
- 2. Industrial park for businesses whose employees include low- or moderate-income individuals;
- 3. New or rehabilitated sewer line that serves the community and connects to low- or moderate-income development residents;
- 4. Mixed income housing development that includes affordable housing for low- and moderate-income families; or
- 5. Renovated elementary school that serves children from the community, including children from low- and moderate-income families.

Additional activities may be considered to revitalize or stabilize the geography if an underserved geography is also designated as distressed or a disaster area.

Federal regulators will publish data source information along with the list of eligible nonmetropolitan census tracts on the Federal Financial Institutions Examination Council Website (http://www.ffiec.gov) and review and update the list annually as needed. Federal regulators have adopted a one year "lag period" to the extent that changes to the designated census tracts occur. This lag period will be in effect for the twelve months immediately following the date when a census tract that was designated as distressed or underserved is removed from the designated list. Revitalization or stabilization activities undertaken during the lag period will receive consideration as community development activities if they would have been considered to have a primary purpose of community development if the census tract in which they were located were still designated as distressed or underserved.

- 8. Community Development Loan a loan that:
 - A. Has as its primary purpose community development (as defined above); and
 - B. Except in the case of a wholesale or limited purpose bank has not been reported or collected by a bank or an affiliate for consideration in the bank's assessment as a home mortgage, small business, small farm or consumer loan, unless it is a multi-family dwelling loan; and
 - C. Benefits the bank's assessment area(s) or a broader statewide or regional area that includes its assessment area(s). A regional area may be as small as a city or county or as large as a multi-state area.

Community development loans and services and qualified investments to statewide or regional organizations that have a bona fide purpose, mandate, or function that includes serving the geographies or individuals within a bank's assessment area(s) will be considered as addressing assessment area needs. When examiners evaluate community development loans and services and qualified investments that benefit a regional area that includes the bank's assessment area(s), they will

COMMUNITY REINVESTMENT ACT (CRA) POLICY



consider the bank's performance context as well as the size of the regional area and the actual or potential benefit to the bank's assessment area(s). With larger regional areas, benefit to the bank's assessment area(s) may be diffused and, thus less responsive to assessment area needs. In addition, as long as a bank has adequately addressed the community development needs of its assessment area(s), it will also receive consideration for community development activities that benefit geographies or individuals located somewhere within the broader statewide or regional area that includes the bank's assessment area(s), even if those activities do not benefit its assessment area(s).

Examples of community development loans include, but are not limited to, loans to:

- A. Borrowers for affordable housing rehabilitation and construction, including construction and permanent financing of multifamily rental property serving low- and moderate-income persons;
- B. Not for profit organizations serving primarily low- and moderate-income housing or other community development needs;
- C. Borrowers to construct or rehabilitate community facilities that are located in low- and moderateincome areas or that serve primarily low- and moderate-income individuals which may include the abatement or remediation of, or other actions to correct, environmental hazards, such as lead based paint, that are present in the housing, facilities or site;
- D. Financial intermediaries including Community Development Financial Institutions (CDFIs), Community Development Corporations (CDCs), minority and women owned financial institutions, community loan funds or pools and low income or community development credit unions that primarily lend or facilitate lending to promote community development;
- E. Local, state, and tribal governments for community development activities; and
- F. Borrowers to finance environmental clean-up or redevelopment of an industrial site as part of an effort to revitalize the low- or moderate-income community in which the property is located.

Credit cards issued to low- or moderate-income individuals for household, family, or other personal expenditures, whether as part of a program targeted to such individuals or otherwise, do not qualify as community development loans because they do not have as their primary purpose any of the activities included in the definition of community development.

- 9. Community Development Service a service that:
 - A. Has as its primary purpose community development (as defined above);
 - B. Is related to the provision of financial services; and
 - C. Has not been considered in the evaluation of a bank's retail banking services.

Providing financial services means providing services of the type generally provided by the financial services industry. Providing financial services often involves informing community members about how to get or use credit or otherwise providing credit services or information to the community. For example, service on the board of directors of an organization that promotes credit availability or finances affordable housing is related to the provision of financial services. Providing technical assistance about financial services to community-based groups, local or tribal government agencies, or intermediaries that help to meet the credit needs of low- and moderate-income individuals or small businesses and farms is also providing financial services. By contrast, activities that do not take advantage of the employees' financial expertise, such as neighborhood cleanups, do not involve the provision of financial services.

Examples of community development services include, but are not limited to, the following:



- A. Providing financial services to low- and moderate-income individuals through branches and other facilities located in low- and moderate-income areas, unless the provision of such services has been considered in the evaluation of a bank's retail banking services under the Service Test Performance Criteria;
- B. Providing technical assistance on financial matters to nonprofit, tribal or government organizations serving low- and moderate-income housing or economic revitalization and development needs;
- C. Providing technical assistance on financial matters to small businesses or community development organizations, including organizations and individuals who apply for loans or grants under the Federal Home Loan Banks' Affordable Housing Program. Examples of technical assistance activities that might be provided include:
 - Serving on a loan review committee;
 - Developing loan application and underwriting standards;
 - Developing loan processing systems;
 - Developing secondary market vehicles or programs;
 - Assisting in marketing financial services, including development of advertising and promotions, publications, workshops and conferences;
 - Furnishing financial services training for staff and management;
 - Contributing accounting/bookkeeping services; and
 - Assisting in fund raising, including soliciting or arranging investments.
- D. Lending employees to provide financial services for organizations facilitating affordable housing construction and rehabilitation or development of affordable housing;
- E. Providing credit counseling, home buyer and home maintenance counseling, financial planning or other financial services education to promote community development and affordable housing;
- F. Establishing school savings programs and developing or teaching financial educational classes for low- or moderate-income individuals;
- G. Providing electronic benefits transfer and point of sale terminal systems to improve access to financial services, such as by decreasing costs, for low- or moderate-income individuals;
- H. Providing international remittances services that increase access to financial services by low- and moderate-income persons (for example, by offering reasonably priced international remittances services in connection with a low-cost account); and
- I. Providing other financial services with the primary purpose of community development, such as low-cost bank accounts, including "Electronic Transfer Accounts" provided pursuant to the Debt Collection Improvement Act, or free government check cashing that increases access to financial services for low- or moderate-income individuals.

Personal charitable activities provided by a bank's employees or directors outside the ordinary course of their employment are not considered community development services. Services must be provided as a representative of the bank. For example, if a bank's director on his or her own time (and not as a representative of the bank) volunteers one evening a week at a local community development corporation's financial counseling program, the bank may not consider this activity a community development service.

 <u>Consumer Loan</u> - a loan to one or more individuals for household, family, or other personal expenditures. A consumer loan does not include a home mortgage, small business, or small farm loan. Consumer loans include the following categories of loans:



- A. <u>Motor Vehicle Loan</u> a consumer loan extended for the purchase of and secured by a motor vehicle;
- B. <u>Credit Card Loan</u> a line of credit for household, family, or other personal expenditures that is accessed by a borrower's use of a "credit card";
- C. Home Equity Loan a consumer loan secured by a residence of the borrower;
- D. <u>Other Secured Consumer Loan</u> a secured consumer loan that is not included in one of the other categories of consumer loans; and
- E. <u>Other Unsecured Consumer Loan</u> an unsecured consumer loan that is not included in one of the other categories of consumer loans.
- 11. <u>Geography</u> a census tract delineated by the United States Bureau of the Census in the most recent decennial census.
- 12. Home Mortgage Loan a "home improvement loan", a "home purchase loan" or a "refinancing."
- 13. Income Level includes:
 - A. <u>Low-Income</u> an individual income that is less than 50% of the area median income, or a median family income that is less than 50%, in the case of geography.
 - B. <u>Moderate-Income</u> an individual income that is at least 50% and less than 80% of the area median income, or a median family income that is at least 50% and less than 80%, in the case of geography.
 - C. <u>Middle-Income</u> an individual income that is at least 80% and less than 120% of the area median income, or a median family income that is at least 80% and less than 120%, in the case of geography.
 - D. <u>Upper-Income</u> an individual income that is 120% or more of the area median income, or a median family income that is 120% or more, in the case of geography.

The income levels for geographies, i.e., census tracts and block numbering areas, are derived from Census Bureau information and are updated every ten years. Banks may contact their regional Census Bureau office to obtain income levels for geographies. The income levels for individuals are derived from information calculated by the Department of Housing and Urban Development (HUD) and updated annually. Banks may contact HUD to request a copy of Median Family Incomes for States and their Metropolitan and Non-Metropolitan Portions.

14. Limited Purpose Bank - a bank that offers only a narrow product line (such as credit card or motor vehicle loans) to a regional or broader market and for which a designation as a limited purpose bank is in effect. A bank that offers a narrow product line by limiting its lending activities to a product line other than a traditional retail product line is required to be evaluated under the lending test (i.e., home mortgage, small business, and small farm loans). Thus, a bank engaged only in making credit card or motor vehicle loans offers a narrow product line, while a bank limiting its lending activities to home mortgages is not offering a narrow product line.

Limited purpose banks will continue to meet the narrow product line requirement if they provide other types of loans on an infrequent basis. In reviewing other lending activities by these banks, federal regulators will consider the following factors:

- A. Is the other lending provided as an incident to the bank's wholesale lending?
- B. Are the loans provided as an accommodation to the bank's wholesale customers?



- C. Are the loans made only infrequently to the limited purpose bank's customers?
- D. Does only an insignificant portion of the bank's total assets and income result from the other lending?
- E. How significant a role does the bank play in providing that type of loan(s) in the bank's assessment area(s)?
- F. Does the bank hold itself out as offering that type of loan(s)?
- G. Does the lending test or the community development test present a more accurate picture of the bank's CRA performance?
- 15. Loan Location A loan is located as follows:
 - A. A consumer loan is located in the geography where the borrower resides;
 - B. A home mortgage loan is located in the geography where the property to which the loan relates is located; and
 - C. A small business or small farm loan is located in the geography where the main business facility or farm is located or where the loan proceeds otherwise will be applied, as indicated by the borrower.
- 16. <u>Loan Production Office</u> a staffed facility, other than a branch, that is open to the public and that provides lending related services, such as loan information and applications.
- 17. <u>Metropolitan Division</u> a metropolitan division as defined by the Director of the Office of Management and Budget.
- 18. <u>MSA</u> a metropolitan statistical area as defined by the Director of the Office of Management and Budget.
- 19. Non-Metropolitan Area any area that is not located in a MSA.
- 20. <u>Qualified Investment</u> a lawful investment, deposit, membership share, or grant (charitable contribution) that has as its primary purpose community development (defined above). Federal regulators will consider investments that were made prior to the current examination, but that are still outstanding when evaluating a bank's qualified investment record. Qualitative factors will affect the weighting given to both current period and outstanding prior period qualified investments. For example, a prior period outstanding investment with a multi-year impact that addresses assessment area community development needs may receive more consideration than a current period investment of a comparable amount that is less responsive to area community development needs. Examples of qualified investments include, but are not limited to, investments, grants, deposits or shares in or to:
 - A. Financial intermediaries (including, Community Development Financial Institutions (CDFIs), Community Development Corporations (CDCs), minority and women owned financial institutions, community loan funds and low income or community development credit unions that primarily lend or facilitate lending in low- or moderate-income areas or to low- and moderate-income individuals in order to promote community development, such as a CDFI that promotes economic development on an Indian reservation;
 - B. Organizations engaged in affordable housing rehabilitation and construction, including multifamily rental housing;



- C. Organizations, including for example, Small Business Investment Companies (SBICs), specialized SBICs, and Rural Business Investment Companies (RBICs) that promote economic development by financing small businesses;
- D. Facilities that promote community development in low- and moderate-income areas for low- and moderate-income individuals, such as youth programs, homeless centers, soup kitchens, health care facilities, battered women's centers and alcohol and drug recovery centers;
- E. Projects eligible for low income housing tax credits;
- F. State and municipal obligations, such as revenue bonds, that specifically support affordable housing or other community development;
- G. Not for profit organizations serving low- and moderate-income housing or other community development needs, such as counseling for credit, home ownership, home maintenance and another financial services education; and
- H. Organizations supporting activities essential to the capacity of low- and moderate-income individuals or geographies to utilize credit or to sustain economic development (such as day care operations and job training programs that enable people to work).

Federal Home Loan Bank (FHLB) stocks or mortgage backed securities and municipal bonds are not qualified investments because they do not have as their primary purpose community development. Nonetheless, mortgage backed securities or municipal bonds designed primarily to finance community development are generally qualified investments. Municipal bonds or other securities with a primary purpose of community development need not be housing related. For example, a bond to fund a community facility or park or to provide sewage services as part of a plan to redevelop a low-income neighborhood is a qualified investment. Housing related bonds or securities must primarily address affordable housing (including multifamily rental housing) needs in order to qualify.

21. <u>Small Bank</u> - a bank that, as of December 31 of either of the prior two calendar years, had assets of less than \$1.384 billion. Intermediate small bank is a small bank with assets of at least \$346 million as of December 31 of both of the prior two calendar years and less than \$1.384 billion as of December 31 of either of the prior two calendar years.

The asset size thresholds for "small banks" and "intermediate small banks" is adjusted annually based on changes to the Consumer Price Index. More specifically, the dollar thresholds is adjusted annually based on the year to year change in the average of the Consumer Price Index for Urban Wage Earners and Clerical Workers, not seasonally adjusted for each twelve-month period ending in November, with rounding to the nearest million. Any change in the asset size thresholds is published in the Federal Register.

22. <u>Small Business Loan</u> - a loan included in "loans to small businesses" as defined in the instructions for preparation of the Consolidated Report of Condition and Income (Call Report). In general, a loan to a nonprofit organization, for business or farm purposes, when the loan is secured by non-farm nonresidential property and the original amount of the loan is \$1 million or less, if a business loan, or \$500,000 or less, if a farm loan, would be reported in the Call Report as a small business or small farm loan. If a loan to a nonprofit organization is reportable as a small business or small farm loan, it cannot also be considered as a community development loan, except by a wholesale or limited purpose bank. Loans to nonprofit organizations that are not small business or small farm loans for Call Report purposes may be considered as community development loans if they meet the regulatory definition.

Credit cards issued to a small business or to individuals to be used with a bank's knowledge as business accounts are considered small business loans if they meet the definitional requirements in the Call Report.



- 23. <u>Small Farm Loan</u> a loan included in "loans to small farms" as defined in the instructions for preparation of the Consolidated Report of Condition and Income (Call Report).
- 24. <u>Wholesale Bank</u> a bank that is not in the business of extending home mortgage, small business, small farm, or consumer loans to retail customers, and for which a designation as a wholesale bank is in effect. However, a wholesale bank may make some retail loans without losing its wholesale designation. Federal regulators consider the following factors in determining whether a bank is in the business of extending home mortgage, small business, small farm, or consumer loans to retail customers:
 - A. The bank holds itself out to the retail public as providing such loans; and
 - B. The banks revenues from extending such loans are significant when compared to its overall operations.

RATINGS DEFINED AND EXPLAINED

In assigning a rating, federal regulators evaluate a bank's performance under the applicable performance criteria, which provides for adjustments on the basis of evidence of discriminatory or other illegal credit practices.

A bank's performance need not fit each aspect of a particular rating profile in order to receive that rating, and exceptionally strong performance with respect to some aspects may compensate for weak performance in others. A bank's overall performance, however, must be consistent with safe and sound banking practices and generally with the appropriate rating profile as follows.

SMALL BANK LENDING TEST PERFORMANCE RATINGS

- 1. <u>Satisfactory</u> A small bank's performance would be considered "satisfactory" when it demonstrates:
 - A. A reasonable loan-to-deposit ratio (considering seasonal variations) given the bank's size, financial condition, the credit needs of its assessment area(s), and taking into account, as appropriate, other lending related activities such as loan originations for sale to the secondary markets and community development loans and qualified investments;
 - B. A majority of its loans and, as appropriate, other lending-related activities, are in its assessment area;
 - C. A distribution of loans to and, as appropriate, other lending related activities for individuals of different income levels (including low- and moderate-income individuals) and businesses and farms of different sizes that is reasonable given the demographics of the bank's assessment area(s);
 - D. A record of taking appropriate action, when warranted, in response to written complaints, if any, about the bank's performance in helping to meet the credit needs of its assessment area(s); and
 - E. A reasonable geographic distribution of loans given the bank's assessment area(s).
- 2. <u>Outstanding</u> A small bank that meets each of the standards for a "satisfactory" rating and exceeds some or all of those standards may warrant consideration for a test rating of "outstanding."
- <u>Needs to Improve or Substantial Noncompliance</u> A small bank may also receive a test rating of "needs to improve" or "substantial noncompliance" depending on the degree to which its performance has failed to meet the standard for a "satisfactory" rating.

INTERMEDIATE SMALL BANK COMMUNITY DEVELOPMENT TEST RATINGS



- <u>Outstanding</u> An intermediate small bank's performance would be considered "outstanding" when it demonstrates excellent responsiveness to community development needs in its assessment area(s) through community development loans, qualified investments, and community development services, as appropriate, considering the bank's capacity and the need and availability of such opportunities for community development in the bank's assessment area(s).
- 2. <u>Satisfactory</u> An intermediate small bank's performance would be considered "satisfactory" when it demonstrates adequate responsiveness to the community development needs of its assessment area(s) or a broader statewide or regional area that includes the bank's assessment area(s) through community development loans, qualified investments, and community development services. The adequacy of the bank's response will depend on its capacity for such community development activities, its assessment area's need for such community development activities, and the availability of such opportunities for community development in the bank's assessment area(s).
- 3. <u>Needs to Improve or Substantial Noncompliance</u> An intermediate small bank's performance would be considered "needs to improve" or "substantial noncompliance" depending on the degree to which its performance has failed to meet the standards for a "satisfactory" rating.

4. Overall Rating

- A. <u>Outstanding</u> An intermediate small bank that receives an "outstanding" rating on one test and at least "satisfactory" on the other test may receive an assigned overall rating of "outstanding."
- B. <u>Satisfactory</u> No intermediate small bank may receive an assigned overall rating of "satisfactory" unless it receives a rating of at least "satisfactory" on both the lending test and the community development test.
- C. A small bank that is not an intermediate small bank that meets each of the standards for a "satisfactory" rating under the lending test and exceeds some or all of those standards may warrant consideration for an overall rating of "outstanding." In assessing whether a bank's performance is "outstanding," federal regulators considers the extent to which the bank exceeds each of the performance standards for a "satisfactory" rating and its performance in making qualified investments and its performance in providing branches and other services and delivery systems that enhance credit availability in its assessment area(s).
- D. <u>Needs to Improve or Substantial Noncompliance</u> A small intermediate bank may also receive a rating of "needs to improve" or "substantial noncompliance" depending on the degree to which its performance has failed to meet the standards for a "satisfactory" rating.



It is the purpose of Rosedale Federal Savings & Loan Association ("Rosedale Federal" or "Association") to serve the convenience and needs of its depositors and community. As well as deposit services, the Association has an affirmative objective in helping to meet legitimate credit needs of the community on a nondiscriminatory basis.

Rosedale Federal considers its community to include the following Central Maryland counties within the Baltimore-Columbia-Towson Metropolitan Statistical Area (MSA): Baltimore City, and Anne Arundel, Baltimore, Carroll, Harford, and Howard counties and all their census tracts. Delineation of this community of the Association does not mean that no loans will be made outside the area but means that a majority of the Association's loans will be made within the described community.

Management of the Association shall endeavor to understand clearly the borrower's needs and attempt to meet them soundly within the framework of our loan policy. In the business of lending money, we are concerned with credit worthiness and credit usage and we shall not permit discrimination of any kind with respect to the borrower's race, creed, age, color, religion, national origin, marital status or sex. It is also our goal to establish such standards of credit and of lending performance that our lending personnel be leaders in the field of bank credits and bank loan services.

To accomplish this objective, Rosedale Federal will solicit and originate loans through advertising within our communities, real estate agents and brokers. The processing and evaluation of loan applications, the origination and approval of loans, and the underlying terms and conditions of each loan will be in strict accordance with all applicable statutes and regulations, including those set forth under the Community Reinvestment Act of 1977 and the fair lending laws and regulations, and will be predicated upon safe and sound lending practices consistent with economical financing.

Rosedale Federal offers loan and deposit products and services typical to a traditional community bank, concentrating primarily on residential mortgage lending and consumer deposit accounts. The Association originates or purchases loans to hold in its portfolio. Lending products include home mortgages, home equity loans and lines-of credit, commercial real estate, and consumer loans. Consumer deposit related products include checking and savings accounts, certificates of deposit ("CDs"), individual retirement accounts ("IRAs"), and money market accounts. The Association also provides online and mobile banking services to its customers. These services enable customers to pay bills, make transfers, check account balances and make deposits.

Under the Federal Community Reinvestment Act (CRA), the Comptroller of the Currency evaluates our record of helping to meet the credit needs of this community consistent with safe and sound operations. The Comptroller also takes this record into account when deciding on certain applications submitted by us.

Your involvement is encouraged.

You are entitled to certain information about our operations and our performance under the CRA, including, for example, information about our branches, such as their location and services provided at them; the public section of our most recent CRA Performance Evaluation, prepared by the Comptroller; and comments received from the public relating to our performance in helping to meet community credit needs, as well as our responses to those comments. You may review this information today.

At least 30 days before the beginning of each quarter, the Comptroller publishes a nationwide list of the banks that are scheduled for CRA examination in that quarter. This list is available from the Deputy Comptroller at: Deputy Comptroller, Northeastern District, Office of the Comptroller of the Currency, 340 Madison Avenue, Fifth Floor, New York, NY 10173-0002

You may send written comments about our performance in helping to meet community credit needs to: CRA Officer, Rosedale Federal Savings and Loan Association, 9616 Belair Road, Baltimore, Maryland 21236; and: Deputy Comptroller, Northeastern District, Office of the Comptroller of the Currency, 340 Madison Avenue, Fifth Floor, New York, NY 10173-0002



Your letter, together with any response by us, will be considered by the Comptroller in evaluating our CRA performance and may be made public.

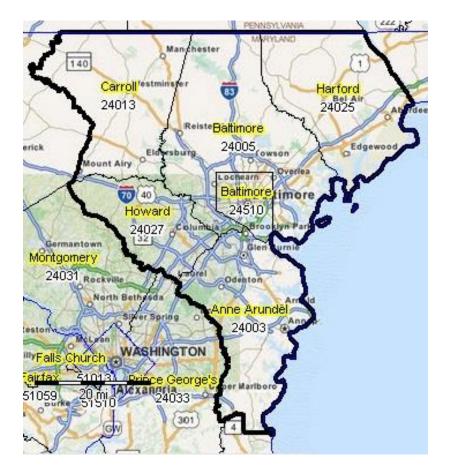
You may ask to look at any comments received by the Deputy Comptroller. You may also request from the Deputy Comptroller an announcement of our applications covered by the CRA filed with the Comptroller.



COMMUNITY REINVESTMENT ACT

ASSESSMENT AREA

Rosedale Federal's CRA assessment area consists of the following counties within the Baltimore-Columbia-Towson Metropolitan Statistical Area (MSA)- MSA/MD 12580: Baltimore City, and Anne Arundel, Baltimore, Carroll, Harford, and Howard counties as depicted on the map below.



MSA/MD: 12580 - BALTIMORE-COLUMBIA-TOWSON, MD State: 24 - MARYLAND (MD)

County: 003 - ANNE ARUNDEL COUNTY County: 005 - BALTIMORE COUNTY County: 013 - CARROLL COUNTY County: 025 - HARFORD COUNTY County: 027 - HOWARD COUNTY County: 510 - BALTIMORE CITY

Census tracts for the above counties within the 12580 MSA are included in the Associations Assessment Area. A complete listing of census tracts is included in the FFEIC demographic data for 2019 file named: AA1 – Census Tracts.



COMMUNITY REINVESTMENT ACT

PERFORMANCE EVALUATION



INTERMEDIATE SMALL BANK

PUBLIC DISCLOSURE

November 6, 2023

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

Rosedale FS & LA Charter Number: 703758

9616 Belair Rd., Baltimore, MD 21236-1104

Office of the Comptroller of the Currency

400 7th Street S.W., Washington, DC 20219

NOTE: This document is an evaluation of this institution's record of meeting the credit needs of its entire community, including low- and moderate-income neighborhoods, consistent with safe and sound operation of the institution. This evaluation is not, and should not be construed as, an assessment of the financial condition of this institution. The rating assigned to this institution does not represent an analysis, conclusion, or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial institution.

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Overall CRA Rating

Institution's CRA Rating: This institution is rated Outstanding.

The Lending Test is rated: Outstanding. The Community Development Test is rated: Satisfactory.

The major factors that support this rating include:

- The Lending Test rating is based on an excellent distribution of home mortgage loans among borrowers of different incomes, a reasonable distribution of loans in low- and moderate-income geographies, a substantial majority of loans originated within the assessment area (AA); and a more than reasonable loan-to-deposit (LTD) ratio.
- The Community Development (CD) Test rating is based on an adequate responsiveness to community needs through qualified CD loans, investments, and services given the bank's capacity and the need and availability of such opportunities in the bank's AA.

Loan-to-Deposit Ratio

Considering the bank's size, financial condition, and credit needs of the AA, the bank's LTD ratio is more than reasonable.

Rosedale's quarterly average net LTD ratio over the 12-quarter review period was 89.9 percent. The ratio ranged from a quarterly low of 81.1 percent as of March 31, 2021, to a quarterly high of 99.7 percent as of June 30, 2020. The ratio is calculated on a bank-wide basis. The quarterly average net LTD ratio for a custom peer group of five similarly situated institutions with assets ranging from \$362.6 million to \$836 million and located in the same MSA was 80 percent over the same period. The peer group's ratio ranged from a quarterly low average of 63.9 percent to a quarterly high average of 93.3 percent during that time period.

Lending in Assessment Area

A substantial majority of the bank's loans are inside its AA.

The bank originated and purchased 91.4 percent of its total loans inside the bank's AA during the evaluation period. This analysis is performed at the bank, rather than the AA, level. This percentage does not include extensions of credit by affiliates that may be considered under the other performance criteria. The findings from this analysis had a positive effect on the overall analysis of the geographic distribution of lending by income level of geography.

Loan Category	Number of Loans					Dollar Amount of Loans				
	Inside (Out	Outside 7		Inside		Outside		Total
	#	%	#	%	#	\$	%	\$	%	\$
Home Mortgage										•
2020	235	92.2	20	7.8	255	64,566,089	92.9	4,919,819	7.1	69,485,908
2021	307	91.1	30	8.9	337	98,146,797	83.5	19,452,714	16.5	117,599,511
2022	363	91.2	35	8.8	398	129,433,709	88.4	16,925,554	11.6	146,359,263
Subtotal	905	91.4	85	8.6	990	292,146,595	87.6	41,298,087	12.4	333,444,682
Total	905	91.4	85	8.6	990	291,146,595	87.6	77,676,355	12.4	597,403,456

Due to rounding, totals may not equal 100.0%

Description of Institution

Rosedale Federal Savings & Loan Association (Rosedale, bank, or institution) is a federally chartered mutual savings bank headquartered in Baltimore County, Maryland (MD). Since the previous evaluation, the bank acquired and merged Chesapeake Bank of Maryland, Parkville, MD into its operations. This merger was completed on July 7, 2022.

As of the evaluation date, Rosedale operates its business through a network of 13 full-time branches, with nine branches in Baltimore County, three branches in Harford County and one branch in Anne Arundel County. The bank offers a variety of credit and deposit services to businesses and consumers. Lending products include home mortgages, home equity loans and lines of credit, commercial real estate, and consumer loans. Deposit products include certificates of deposit, individual retirement accounts, money market, and various checking and savings accounts for individuals and businesses. Alternative banking services include night depository services, direct deposit, automated teller machines (ATMs), electronic statements, internet banking and mobile banking. The bank's website, www.rosedalefederal.com, provides additional information on its services.

The bank's CRA performance was assessed within the bank's delineated AA: Baltimore-Columbia-Towson, MD Metropolitan Statistical Area (MSA) 12580. The AA included the counties of Anne Arundel, Baltimore, Carroll, Harford, Howard, Queen Anne's, and Baltimore City. As of September 19, 2022, the bank removed the Queen Anne's County. The AA is contiguous, meets the requirements of the CRA regulation, and does not arbitrarily exclude the low- and moderate-income census tracts.

The bank concentrates on the origination and purchase of residential mortgage loans to hold in the loan portfolio. As of December 31, 2022, Rosedale reported total assets of \$1.2 billion, total deposits of 945.7 million, tier 1 capital of \$242.5 million, and net loans and leases of \$898.2 million. The loan portfolio consisted of approximately 99 percent real estate mortgages and less than one percent commercial loans.

There are no financial or legal impediments to hinder the bank's ability to help meet the credit needs of the communities it services. The bank received an overall rating of "Outstanding" at the previous Intermediate Small Bank (ISB) CRA Performance Evaluation dated August 31, 2020.

Innovative and/or Flexible Lending Products

During the evaluation period, the bank offered several flexible affordable mortgage products to assist low- and moderate-income individuals in obtaining homeownership. Many of these loan programs are available through partnerships with local and state government agencies. The bank originated fortyseven (47) loans totaling \$8.6 million under these programs resulting in \$284,885 in grants to the borrowers. Loans originated under these programs are included in the bank's home mortgage loans. Following is a list of loan programs that were available during the evaluation period:

			Total \$ Volume	Total \$ Volume
Loan Program	No. of Loans	No. of Grants	Loans	Grants
Habitat for Humanity Susquehanna				
Homeownership Program	7	0	1,372,850	-
Habitat for Humanity Chesapeake				
Homeownership Program	7	6	1,070,000	59,885
Rosedale First Time Homebuyers				
Program	33	0	6,194,481	-
Baltimore County Settlement				
Expense Loan Program (SELP)	0	2	-	20,000
FHLB of Atlanta Affordable Housing				
Program	0	25	-	182,500
HOME Funds (Harford County				
Home Investment Partnership				
Program)	0	7	-	17,500
Community Development Block				
Grant (CDBG)	0	1	-	5,000
Total	47	41	8,637,331	284,885
Source: Bank Data				

COVID-19 Pandemic Activities

This evaluation also considered the bank's response to the COVID-19 pandemic that impacted the United States during the evaluation period. Rosedale participated in the federal Paycheck Protection Program (PPP) by originating loans to qualified business customers. The PPP was introduced in response to the economic impact of the COVID-19 pandemic as part of the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) to aid small businesses in remaining operational and avoiding layoffs. During the review period, the bank originated 747 loans in the amount of \$66.9 million through this SBA program during the pandemic.

The bank also introduced a short-term modification program that provided temporary payment relief to borrowers directly impacted by COVID-19. At the height of the pandemic, 280 loans were restructured under the adjusted terms, with 124 of them already paid off. As of December 31, 2022, the remaining balance comprised 51 commercial loans totaling \$50.4 million, and 107 residential loans totaling \$19 million.

Scope of the Evaluation

Evaluation Period/Products Evaluated

Rosedale was evaluated under the ISB examination procedures. These procedures evaluate the bank's performance based on a Lending Test and a CD Test. The Lending Test considers the bank's performance pursuant to the following criteria: Loan-to-Deposit Ratio Analysis; AA Concentration; Geographic Distribution; Borrower Distribution; and Response to CRA Complaints. The CD Test evaluates the bank's responsiveness to CD needs in its AA through CD lending, qualified investments, and CD services.

The evaluation period used for both the Lending Test and the CD Test includes Rosedale's performance from January 1, 2020, through December 31, 2022, and encompasses two census periods. Analysis of bank's performance data for years 2020 and 2021 utilized the 2015 American Community Survey (ACS), whereas the analysis of performance data for year 2022 utilized the 2020 U.S. Census. The bank's primary loan product during the evaluation period was home mortgage loans.

Selection of Areas for Full-Scope Review

In each state where the bank has an office, one or more of AAs within that state was selected for a fullscope review. For purposes of this evaluation, bank delineated assessment areas located within the same metropolitan statistical area (MSA), multistate metropolitan statistical area (MMSA), or combined statistical area (CSA) are combined and evaluated as a single AA. Similarly, bank delineated non-MSA AAs within the same state are combined and evaluated as a single area. These combined AAs may be evaluated as full- or limited-scope. Refer to the "Scope" section under each State Rating for details regarding how full-scope AAs were selected. Refer to appendix A, Scope of Examination, for a list of full- and limited-scope AAs.

Ratings

The bank's overall rating is based solely on its performance in the State of Maryland.

Discriminatory or Other Illegal Credit Practices Review

Pursuant to 12 CFR 25.28(c) or 195.28(c), respectively, in determining a national bank's or federal savings association's (collectively, bank) CRA rating, the OCC considers evidence of discriminatory or other illegal credit practices in any geography by the bank, or in any AA by an affiliate whose loans have been considered as part of the bank's lending performance. As part of this evaluation process, the OCC consults with other federal agencies with responsibility for compliance with the relevant laws and regulations, including the U.S. Department of Justice, the U.S. Department of Housing and Urban Development, and the Bureau of Consumer Financial Protection, as applicable.

The OCC has not identified that this institution (or any affiliate whose loans have been considered as part of the institution's lending performance) has engaged in discriminatory or other illegal credit practices that require consideration in this evaluation.

The OCC will consider any information that this institution engaged in discriminatory or other illegal credit practices, identified by or provided to the OCC before the end of the institution's next performance evaluation in that subsequent evaluation, even if the information concerns activities that occurred during the evaluation period addressed in this performance evaluation.

State Rating

State of Maryland

CRA rating for the State of Maryland¹: Outstanding.

The Lending Test is rated: Outstanding. **The Community Development Test is rated:** Satisfactory.

The major factors that support this rating include:

- The geographic distribution of loans across geographies of different income levels is reasonable.
- The borrower distribution of loans to borrowers of different income levels is excellent.
- CD activities reflect adequate responsiveness to community development needs.

Description of Institution's Operations in Maryland

The bank operates only in the state of Maryland. The bank provides products and services in the state of Maryland through its 13 full-service branches and five deposit-taking ATMs. During the evaluation period, home mortgage lending was the bank's primary lending focus in the AA.

Competition

The AA is in a highly competitive market for financial services. According to the June 30, 2023, Federal Deposit Insurance Corporation (FDIC) Deposit Market Share Report, there were 40 financial institutions within the bank's AA that operated 510 full-service branches with aggregate deposits of \$91.4 billion. Rosedale ranked 12th with a deposit market share of 1.04 percent. The largest competitors within the AA were Bank of America, N.A. with 30.2 percent market share, Manufacturers and Traders Trust Company with 18.8 percent market share, PNC Bank N.A. with 9.4 percent market share, Truist Bank with 9.2 percent market share and Wells Fargo Bank N.A. with 8.4 percent market share.

There is a high level of competition for home mortgage loans among banks, credit unions, and nondepository mortgage lenders in the bank's AA. According to the most recent 2022 Peer Mortgage Data, there were 660 HMDA reporters who originated or purchased \$29.8 billion home mortgage loans within the bank's AA. Rosedale ranked 56th with a market share of less than one percent. The top five lenders were Truist Bank, Rocket Mortgage, PennyMac Loan Services LLC, First Home Mortgage and State Employee Credit Union of MD, who held a combined market share of 19.9 percent in the AA.

¹ This rating reflects performance within the state. The statewide evaluations do not reflect performance in the parts of those states contained within the MMSA.

Demographics

The following tables present certain demographic characteristics of the bank's AA.

Table A – Der	nographic II	nformation	of the Assessn	ient Area		
	Assessment	Area: Rose	edale AA			
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	683	13.0	22.5	33.4	28.7	2.3
Population by Geography	2,769,818	9.0	22.0	35.3	32.8	0.8
Housing Units by Geography	1,145,512	10.7	22.9	35.5	30.6	0.3
Owner-Occupied Units by Geography	687,555	4.9	17.3	38.2	39.5	0.1
Occupied Rental Units by Geography	348,757	16.6	32.8	32.9	17.1	0.5
Vacant Units by Geography	109,200	28.2	26.7	26.7	17.6	0.8
Businesses by Geography	308,819	6.2	17.7	37.3	38.3	0.6
Farms by Geography	6,379	1.9	12.3	39.7	46.0	0.1
Family Distribution by Income Level	675,620	22.3	17.0	19.8	40.8	0.0
Household Distribution by Income Level	1,036,312	25.1	15.4	17.4	42.2	0.0
Median Family Income MSA - 12580 Baltimore-Columbia-Towson, MD MSA		\$87,788	Median Housi	ng Value		\$272,723
			Median Gross	Rent		\$1,181
			Families Belo	w Poverty Le	vel	7.6%

2015 ACS

Due to rounding, totals may not equal 100.0% (*) The NA category consists of geographies that have not been assigned an income classification.

Table A – Der	~ -		of the Assessm	ient Area		
	Assessment	Area: Rose	edale AA Moderate	Middle	Upper	NA*
Demographic Characteristics	#	% of #	% of #	% of #	% of #	% of #
Geographies (Census Tracts)	717	11.2	22.5	34.4	29.1	2.8
Population by Geography	2,844,510	7.1	21.7	37.0	32.9	1.3
Housing Units by Geography	1,164,762	9.3	22.8	36.7	30.4	0.9
Owner-Occupied Units by Geography	707,862	4.2	17.7	39.7	38.1	0.3
Occupied Rental Units by Geography	354,918	14.8	31.5	33.6	18.5	1.6
Vacant Units by Geography	101,982	25.5	27.3	26.6	18.6	2.0
Businesses by Geography	366,361	5.6	19.8	37.6	36.0	0.9
Farms by Geography	7,135	2.2	13.3	40.3	43.7	0.6
Family Distribution by Income Level	684,359	21.7	17.0	21.1	40.2	0.0
Household Distribution by Income Level	1,062,780	24.8	15.7	17.8	41.7	0.0
Median Family Income MSA - 12580 Baltimore-Columbia-Towson, MD MSA		\$104,637	Median Housi	ng Value		\$300,765
			Median Gross	Rent		\$1,323
			Families Belo	w Poverty Lev	vel	6.4%

2020 U.S. Census

Housing Affordability

Assuming a 30-year mortgage with a five percent interest rate, and not accounting for down payment, homeowners' insurance, real estate taxes, or any additional monthly expenses, a low-income borrower making \$58,050 per year (or less than 50 percent of the 2022 FFIEC adjusted median family income in the AA) could afford a \$270,341 mortgage with a payment of \$1,451 per month. A moderate-income borrower making \$92,880 per year (or less than 80 percent of the 2022 FFIEC adjusted median family income in the AA) could afford a \$432,546 mortgage with a payment of \$2,322 per month. This illustrates that low-income borrowers would be challenged to afford the median home price, but moderate-income borrowers would be able to afford with an estimated payment of \$1,771.

Furthermore, there was a limited number of owner-occupied-units available in the bank's the low- and moderate-income geographies. According to 2015 ACS, there were over 1.1 million housing units in the AA with 33.6 percent located in low- and moderate-income geographies. The population within the low-income census tracts was 248,579 with 122,695 owner-occupied-units. The population within the moderate-income census tracts was 610,002 with 118,674 owner-occupied-units. The number of owner-occupied-units in the low- and moderate-income geographies was 22.2 percent, significantly lower than middle- and upper-income geographies with 77.7 percent, indicating a limited proportion of owner-occupied-units were affordable to low- and moderate-income people.

According to 2020 US census, there were over 1.2 million housing units in the AA with 32.1 percent located in low- and moderate-income geographies. The population within the low-income census tracts was 202,921 with 29, 551 owner-occupied-units. The population within the moderate-income census tracts was 617, 091 with 125, 274 owner-occupied-units. The number of owner-occupied-units in the

low- and moderate-income geographies was 21.9 percent, significantly lower than middle- and upperincome geographies with 77.8 percent, indicating a limited proportion of owner-occupied-units were affordable to low- and moderate-income people.

Employment and Economic Factors

According to the Bureau of Labor Statistics, the unemployment rate for the Baltimore-Columbia-Towson, MSA experienced a notable increase to 9.2 percent in May 2020, attributed to the impact of the COVID-19 pandemic. Since then, there has been a consistent decline in the unemployment rate. As of December 2022, the unemployment rate for the MSA was 2.5 percent compared to 3 percent in the state of Maryland and 3.5 percent in the United States.

According to September 2022 Moody's Analytics report, Baltimore-Columbia-Towson is progressing steadily. Job recovery outpaces that of Maryland and the Northeast, with leisure/hospitality taking the leads in gains, while most private services providing support. Although housing price appreciation has slowed, it remains less pronounced than in many other metro areas.

Moody's predicts a return to pre-pandemic levels for the MSA in 2023, with consumer services spearheading the final stages. Nevertheless, labor shortages are expected to pose a challenge. In the long term, sluggish population gains may constraint job growth, but incomes are forecasted to fare comparatively better.

Moody highlights several strengths of the MSA, such as being a hub for the growing cybersecurity sector, hosting established and well-funded medical research centers and having robust transportation and distribution industries. Conversely, the MSA faces weaknesses, including limited public transportation links with Washington DC, and below average population growth.

Community Contact

OCC leveraged data obtained from two existing community contacts conducted within the state of Maryland to determine and obtain a better understanding of the local economic conditions and community development needs. The contacts highlighted several critical needs, including a need for affordable housing programs, support for revitalization and stabilization activities, investment in underserved neighborhoods, improved access to traditional banking services, support for small businesses, financial assistance for local nonprofits and community development organizations, and a focus on job training and workforce development for area residents.

In addition, the COVID-19 pandemic also created a need to lend to small business to help maintain operations during a period of cash flow disruptions. Considering the ongoing COVID-19 pandemic, demographic and economic data, the OCC determined that small business lending was also a significant credit need.

Scope of Evaluation in Maryland

Examiners completed a full-scope review of the bank's only AA located within the Baltimore-Columbia-Towson, MD MSA 12580. All of the bank's branches are located in the state of Maryland. The bank's primary loan product was home mortgage loans which is reflective of the bank's business strategy during the evaluation period.

Refer to the table in appendix A, Scope of Examination, for a list of this full-scope AA.

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN MARYLAND

LENDING TEST

The bank's performance under the Lending Test in Maryland is rated Outstanding.

Conclusions for Area Receiving a Full-Scope Review

Based on a full-scope review, the bank's lending performance in the state of Maryland is excellent. The geographic distribution of mortgage loans in the AA is reasonable. The distribution of mortgage loans by income level of the borrower is excellent.

Distribution of Loans by Income Level of the Geography

The bank exhibits reasonable geographic distribution of loans in the state.

Home Mortgage Loans

Refer to Table O in the state of Maryland section of appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases.

Based on the data in the tables and considering the performance context factors discussed above, the overall geographic distribution of home mortgage loans is reasonable.

For the years 2020-2021, the percentage of loans in low-income geographies was below both the percentage of owner-occupied units as well as the aggregate distribution of home mortgage loans. The percentage of loans in moderate-income geographies was below the percentage of owner-occupied units and was slightly above the aggregate distribution of home mortgage loans.

For the year 2022, the percentage of loans in low-income geographies was below both the percentage of owner-occupied units as well as the aggregate distribution of home mortgage loans. The percentage of loans in moderate-income geographies was also below both the percentage of owner-occupied units as well as the aggregate distribution of home mortgage loans.

Lending Gap Analysis

The OCC reviewed summary reports and maps and analyzed the bank's home mortgage lending activity over the evaluation period to identify any gaps in the geographic distribution of loans. The OCC did not identify any unexplained conspicuous gaps.

Distribution of Loans by Income Level of the Borrower

The bank exhibits an excellent distribution of loans to individuals of different income levels given the product lines offered by the bank.

Home Mortgage Loans

Refer to Table P in the state of Maryland section of appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases.

Based on the data in the tables and considering the performance context factors discussed above the overall borrower distribution of home mortgage loans is excellent. Greater emphasis was placed on years 2020-2021 due to the longer timeframe and larger volume of loans.

For the years 2020-2021, the percentage of home mortgage loans to low-income borrowers was significantly below the percentage of low-income families but exceeded the aggregate industry distribution of home mortgage loans to those families. The percentage of home mortgage loans to moderate-income borrowers exceeded both the percentage of moderate-income families and the aggregate industry distribution of home mortgage loans to those families.

For the year 2022, the percentage of home mortgage loans to low-income borrowers was significantly below the percentage of low-income families but exceeded the aggregate industry distribution of home mortgage loans to those families. The percentage of home mortgage loans to moderate-income borrowers was below both the percentage of moderate-income families and the aggregate industry distribution of home mortgage loans to those families. The lending performance in 2022 was affected by a notable number of loans. purchased by the bank. As per the HMDA guidelines, the bank was not required to report income for approximately 45 percent of the purchased loans.

Responses to Complaints

There were no consumer complaints regarding the bank's CRA performance or complaints indicating illegal or discriminatory lending practices during the evaluation period.

COMMUNITY DEVELOPMENT TEST

The bank's performance under the Community Development Test in the state of Maryland is rated Satisfactory.

Conclusions for Area Receiving a Full-Scope Review

Based on a full-scope review, the bank exhibits adequate responsiveness to community development needs in the state through CD loans, qualified investments, and CD services, as appropriate, considering the bank's capacity and the need and availability of such opportunities for community development in the bank's AA.

Number and Amount of Community Development Loans

The Community Development Loans Table, shown below, sets forth the information and data used to evaluate the bank's level of CD lending. The table includes all CD loans, including multifamily loans that also qualify as CD loans.

Community Dev	elopme	nt Loans		
			Total	
Assessment				
Area	#	% of Total #	\$(000's)	% of Total \$
Rosedale AA	270	100	15,919	100

Rosedale originated a total of 270 CD loans totaling \$15.9 million or 6.6 percent of tier one capital during the evaluation period. The vast majority of CD loans were PPP loans that supported job retention and economic development within the bank's AA. The PPP lending contributed to the retention of approximately 1,685 jobs. The remaining CD loans supported organizations that provided affordable housing to low- and moderate-income individuals.

Number and Amount of Qualified Investments

Qualified Invest	ments				-					
Assessment	Pric	or Period*	Curr	ent Period		- -	Fotal			Unfunded nmitments**
Area	#	\$(000's)	#	\$(000's)	#	% of	\$(000's)	% of	#	\$(000's)
						Total #		Total \$		
Rosedale AA	2	733	170	11,883	172	100	12,616	100	0	0

* Prior Period Investments' means investments made in a previous evaluation period that are outstanding as of the examination date. ** Unfunded Commitments' means legally binding investment commitments that are tracked and recorded by the institution's financial reporting system.

Total qualified investments amounted to \$12.6 million. This included 10 current period investments of \$11.4 million, two prior period investments of \$732,566, and 160 qualified grants of \$507,230. Together, the current and prior period investments represented 5.2 percent of tier one capital.

Extent to Which the Bank Provides Community Development Services

During the evaluation period, bank employees provided 88.5 community service hours to four entities by participating in various community development services.

Appendix A: Scope of Examination

The following table identifies the time period covered in this evaluation, affiliate activities that were reviewed, and loan products considered. The table also reflects the MSA(s) and non-MSA(s) that received comprehensive examination review, designated by the term "full-scope," and those that received a less comprehensive review, designated by the term "limited-scope".

Time Period Reviewed:	01/01/2020 to 12/31/2021				
Bank Products Reviewed:	Home mortgage loans				
	Community development l	oans, qualified investments, community development			
	services				
Affiliate(s)	Affiliate Relationship	Products Reviewed			
		Home mortgage loans			
		Community development loans, qualified			
		investments, community development services			
List of Assessment Areas and Type	e of Examination				
Rating and Assessment Areas	Type of Exam Other Information				
State					
		Anne Arundel, Baltimore, Carroll, Harford,			
State of Maryland	Full-scope	Howard, Queen Anne's counties, and Baltimore			
-	_	City.			

Appendix B: Summary of MMSA and State Ratings

	RATINGS I	Rosedale FS & LA	
Overall Bank:	Lending Test Rating*	CD Test Rating	Overall Bank/State/ Multistate Rating
Rosedale FS & LA	Outstanding	Satisfactory	Outstanding
MMSA or State:			
State of Maryland	Outstanding	Satisfactory	Outstanding

(*) The Lending Test and Community Development Test carry equal weight in the overall rating.

Appendix C: Definitions and Common Abbreviations

The following terms and abbreviations are used in this performance evaluation, including the CRA tables. The definitions are intended to provide the reader with a general understanding of the terms, not a strict legal definition.

Affiliate: Any company that controls, is controlled by, or is under common control with another company. A company is under common control with another company if the same company directly or indirectly controls both companies. For example, a bank subsidiary is controlled by the bank and is, therefore, an affiliate.

Aggregate Lending (Aggt.): The number of loans originated and purchased by all reporting lenders (HMDA or CRA) in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the state/assessment area.

Census Tract (CT): A small, relatively permanent statistical subdivision of a county delineated by a local committee of census data users for the purpose of presenting data. Census tracts nest within counties, and their boundaries normally follow visible features, but may follow legal geography boundaries and other non-visible features in some instances, Census tracts ideally contain about 4,000 people and 1,600 housing units.

Combined Statistical Area (CSA): A geographic entity consisting of two or more adjacent Core Based Statistical Areas with employment interchange measures of at least 15. An employment interchange measure is a measure of ties between two adjacent entities. The employment interchange measure is the sum of the percentage of workers living in the smaller entity who work in the larger entity and the percentage of employment in the smaller entity that is accounted for by workers who reside in the larger entity.

Community Development (CD): Affordable housing (including multifamily rental housing) for low- or moderate-income individuals; community services targeted to low- or moderate-income individuals; activities that promote economic development by financing businesses or farms that meet Small Business Administration Development Company or Small Business Investment Company programs size eligibility standards or have gross annual revenues of \$1 million or less; or activities that revitalize or stabilize low- or moderate-income geographies, distressed or underserved nonmetropolitan middle-income geographies, or designated disaster areas.

Community Reinvestment Act (CRA): The statute that requires the OCC to evaluate a bank's record of meeting the credit needs of its entire community, including LMI areas, consistent with the safe and sound operation of the bank, and to take this record into account when evaluating certain corporate applications filed by the bank.

Consumer Loan(s): A loan(s) to one or more individuals for household, family, or other personal expenditures. A consumer loan does not include a home mortgage, small business, or small farm loan. This definition includes the following categories: motor vehicle loans, credit card loans, other secured consumer loans, and other unsecured consumer loans.

Family: Includes a householder and one or more other persons living in the same household who are related to the householder by birth, marriage, or adoption. The number of family households always equals the number of families; however, a family household may also include non-relatives living with the family. Families are classified by type as either a married-couple family or other family, which is further classified into 'male householder' (a family with a male householder' and no wife present) or 'female householder' (a family with a female householder and no husband present).

Full-Scope Review: Performance under the Lending, Investment, and Service Tests is analyzed considering performance context, quantitative factors (e.g., geographic distribution, borrower distribution, and total number and dollar amount of investments), and qualitative factors (e.g., innovativeness, complexity, and responsiveness).

Geography: A census tract delineated by the United States Bureau of the Census in the most recent decennial census.

Home Mortgage Disclosure Act (HMDA): The statute that requires certain mortgage lenders that conduct business or have banking offices in a metropolitan statistical area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applicants, the amount of loan requested, the disposition of the application (e.g., approved, denied, and withdrawn), the lien status of the collateral, any requests for preapproval, and loans for manufactured housing.

Home Mortgage Loans: A closed-end mortgage loan or an open-end line of credit as these terms are defined under 12 CFR 1003.2, and that is not an excluded transaction under 12 CFR 1003.3(c)(1) through (c)(10) and (c)(13).

Household: Includes all persons occupying a housing unit. Persons not living in households are classified as living in group quarters. In 100 percent tabulations, the count of households always equals the count of occupied housing units.

Limited-Scope Review: Performance under the Lending, Investment, and Service Tests is analyzed using only quantitative factors (e.g., geographic distribution, borrower distribution, total number and dollar amount of investments, and branch distribution).

Low-Income Individual: Individual income that is less than 50 percent of the area median income.

Low Income Geography: A census tract with a median family income that is less than 50 percent.

Market Share: The number of loans originated and purchased by the institution as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the state/assessment area.

Median Family Income (MFI): The median income determined by the U.S. Census Bureau every five years and used to determine the income level category of geographies. The median is the point at which half of the families have income above, and half below, a range of incomes. Also, the median income determined by the Federal Financial Institutions Examination Council (FFIEC) annually that is used to determine the income level category of individuals. For any given area, the median is the point at which half of the families have income above, and half below, a range of incomes.

Metropolitan Division: As defined by Office of Management and Budget, a county or group of counties within a Core Based Statistical Area that contains an urbanized population of at least 2.5 million. A Metropolitan Division consists of one or more main/secondary counties that represent an employment center or centers, plus adjacent counties associated with the main/secondary county or counties through commuting ties.

Metropolitan Statistical Area: An area, defined by the Office of Management and Budget, as a core based statistical area associated with at least one urbanized area that has a population of at least 50,000. The Metropolitan Statistical Area comprises the central county or counties containing the core, plus adjacent outlying counties having a high degree of social and economic integration with the central county or counties as measured through commuting.

Middle-Income: Individual income that is at least 80 percent and less than 120 percent of the area median income, or a median family income that is at least 80 percent and less than 120 percent, in the case of a geography

Moderate-Income: Individual income that is at least 50 percent and less than 80 percent of the area median income, or a median family income that is at least 50 percent and less than 80 percent, in the case of a geography.

Multifamily: Refers to a residential structure that contains five or more units.

Owner-Occupied Units: Includes units occupied by the owner or co-owner, even if the unit has not been fully paid for or is mortgaged.

Qualified Investment: A qualified investment is defined as any lawful investment, deposit, membership share, or grant that has as its primary purpose community development.

Rating Area: A rated area is a state or multi-state metropolitan statistical area. For an institution with domestic branches in only one state, the institution's CRA rating would be the state rating. If an institution maintains domestic branches in more than one state, the institution will receive a rating for each state in which those branches are located. If an institution maintains domestic branches in two or more states within a multi-state metropolitan statistical area, the institution will receive a rating for the multi-state metropolitan statistical area.

Small Loan(s) to Business(es): A loan included in 'loans to small businesses' as defined in the Consolidated Report of Condition and Income (Call Report) instructions. These loans have original amounts of \$1 million or less and typically are either secured by nonfarm or nonresidential real estate or are classified as commercial and industrial loans.

Small Loan(s) to Farm(s): A loan included in 'loans to small farms' as defined in the instructions for preparation of the Consolidated Report of Condition and Income (Call Report). These loans have original amounts of \$500,000 or less and are either secured by farmland, or are classified as loans to finance agricultural production and other loans to farmers.

Tier 1 Capital: The total of common shareholders' equity, perpetual preferred shareholders' equity with non-cumulative dividends, retained earnings and minority interests in the equity accounts of consolidated subsidiaries.

Upper-Income: Individual income that is at least 120 percent of the area median income, or a median family income that is at least 120 percent, in the case of a geography.

Content of Standardized Tables

A separate set of tables is provided for each state. All multistate metropolitan statistical areas, if applicable, are presented in one set of tables. References to the "bank" include activities of any affiliates that the bank provided for consideration (refer to appendix A: Scope of the Examination). For purposes of reviewing the Lending Test tables, the following are applicable: (1) purchased are treated as originations; and (2) "aggregate" is the percentage of the aggregate number of reportable loans originated and purchased by all HMDA or CRA-reporting lenders in the MMSA/assessment area. Deposit data are compiled by the FDIC and are available as of June 30th of each year. Tables without data are not included in this PE.

The following is a listing and brief description of the tables included in each set:

- Table O.Assessment Area Distribution of Home Mortgage Loans by Income Category of the
Geography Compares the percentage distribution of the number of loans originated and
purchased by the bank in low-, moderate-, middle-, and upper-income geographies to the
percentage distribution of owner-occupied housing units throughout those geographies. The
table also presents aggregate peer data for the years the data is available.
- Table P.Assessment Area Distribution of Home Mortgage Loans by Income Category of the
Borrower Compares the percentage distribution of the number of loans originated and
purchased by the bank to low-, moderate-, middle-, and upper-income borrowers to the
percentage distribution of families by income level in each MMSA/assessment area. The
table also presents aggregate peer data for the years the data is available.

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

Charter Number: 703758

Table O: A	ssessm	Table O: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography	ributio	n of Hon	ne Mortga	ıge Loa	ins by In	come can	, , ,		gu d bu y								17-0707
		Total Home Mortgage Loans	tgage I	Joans	Low-I	Low-Income Tracts	Tracts	Moderat	e-Incom	Moderate-Income Tracts	Middle-	Middle-Income Tracts	Tracts	Upper-	Upper-Income Tracts		Not Available-Income Tracts	ble-Inco	me Tracts
Assessment Arca:	#	\$	% of Total	% of Overall Total Market	% of Owner- Occupied Bank Housing Loans Units	% Bank Loans	Aggregate	% of Owner- % of Owner- % of Owner- % of Owner- % of Owner- Aggregate Owner- % Owner- Aggregate Occupied Bank Aggregate Housing Loans Loans Units	% Bank Loans	Aggregate	% of Owner- Occupied Bank Housing Loans Units	% Bank Loans	Aggregate	% of Owner- Occupied Housing Units	% Bank Loans	Aggregate	% % of Owner- % Aggregate Bank Aggregate Ocupied Bank Aggregate Loans Housing Loans Units Loans	% Bank Loans	Aggregate
Rosedale AA	542	542 162,712,886 100.0 182,252	100.0	182,252	4.9	0.6	3.0	17.3	14.6	14.2	38.2	41.7	39.3	39.5	43.2	43.4	0.1	0.0	0.1
Total	542	542 162,712,886 100.0 182,252 4.9	100.0	182,252	4.9	9.0	3.0	17.3 14.6 14.2	14.6	14.2	38.2	41.7	39.3	39.5	43.2	43.4	0.1	0.0	0.1
Source: 2015 Due to roundi	ACS, 0 ng, tota	Source: 2015 ACS; 01/01/2020 - 12/31/2021 Bank Data, 2021 HMDA Aggregate Data. Due to rounding, totals may not equal 100.0%	1/2021 100.0%	Bank Data, 6	2021 HME	A Aggre	gate Data.												

Table O: As	sessme	Table O: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography	ibution	of Hom	e Mortga	ge Loa	ns by Inc	ome Cate _l	gory of	the Geog	raphy								2022
	T	Total Home Mortgage Loans	tgage Lo	ans	Low-I	Low-Income 1	Tracts	Moderate-Income Tracts	e-Incom	e Tracts	Middle-	Middle-Income Tracts	Tracts	Upper-1	Upper-Income Tracts		Not Available-Income Tracts	ole-Incor	ne Tracts
Assessment Area:	#	ø	% of Total	% of Overall Total Market	% of % of % of % of % Of % of Overall Owner- % Total Market Housing Loans Units	% Bank Loans		% of Owner- Occupied Bank Housing Loans Units	% Bank Loans	Aggregate	% of Owner- Aggregate% of 0% of 0% of 0AggregateOwner- Owner- Mousing%Owner- Owner- Mousing%AggregateOccupiedBank HousingAggregateOccupied HousingUnitsLoansUnitsUnitsUnits	% Bank Loans	Aggregate	% of Owner- Occupied Bank Housing Loans Units	% Bank Loans	Aggregate	% % of % % Owner- % Bank Aggregate Occupied Bank Loans Housing Loans Units	% Bank Loans	Aggregate
Roseda le AA	363	363 129,433,709 100.0 90,314 4.2	100.0	90,314	4.2	2.8	4.5	17.7 12.9 17.6	12.9	17.6	39.7 41.6	41.6	39.8	38.1	42.4	37.6	0.3	0.3	0.5
Total	363	363 129,433,709 100.0 90,314 4.2	100.0	90,314	4.2	2.8	4.5	17.7	12.9	17.7 12.9 17.6	39.7 41.6 39.8	41.6	39.8	38.1 42.4 37.6 0.3	42.4	37.6	0.3	0.3	0.5
Source: 2020 . Due to roundit	U.S. Cen 1g, totals	Source: 2020 U.S. Census; 01/01/2022 - 12/31/2022 Bank Data, 2022 HMDA Aggregate Data. Due to rounding, totals may not equal 100.0%	- 12/31/ 100.0%	/2022 Ban	k Data, 202.	2 HMD ₆	l Aggregatı	: Data.											

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

Appendix D-2

Charter Number: 703758

Table P: As	sessme	Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower	ibution	l of Hom	e Mortgag	ge Loa	ns by Inc	ome Cate	gory of	the Borr	ower								2020-21
	T	Total Home Mortgage Loans	tgage L	oans	Low-Ind	come Bo	Low-Income Borrowers	Moder at e	Income	Borrowers	Middle-L	ncome B	orrowers	Moder at e-Income Borrowers Middle-Income Borrowers Upper-Income Borrowers	come Bo	rrowers	Not Av B	Not Available-Income Borrowers	In come s
Assessment Area:	#	S	% of Total	% of Overall % Total Market Families	% Families	% Bank Loans	% Bank Aggregate Loans	% Families		% Bank Aggregate Families Loans	% Families	% Bank Loans	% Bank Loans Families	% Families	% Bank Loans	Aggregate	% Bank Aggregate Families Loans	% Bank Loans	% Bauk Aggregate Loaus
Rosedale AA	542	542 162,712,886 100.0 182,252 22.3	100.0	182,252	22.3	13.1	7.6	17.0 20.7	20.7	18.5	19.8 21.0	21.0	19.4	40.8 37.8	37.8	30.7	0.0	7.4	23.8
Total	542	542 162,712,886 100.0 182,252 22.3	100.0	182,252	22.3	13.1	7.6	17.0 20.7	20.7	18.5	19.8 21.0 19.4	21.0	19.4	40.8 37.8	37.8	30.7	0.0	7.4	23.8
Source: 2015 A Due to roundin	4CS; 01/ ig, totals	Source: 2015 ACS; 01/01/2020 - 12/31/2021 Bank Data, 2021 HMDA Aggregate Data Due to rounding, totals may not equal 100.0%	/2021B 00.0%	ank Data,	2021 HMD.	3 <i>a.uggy</i> F	zate Data.												

Table P: A	ssessme	Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower	ibution	of Hom	e Mortga	ge Loa	ns by Inco	ome Cate	gory of	i the Borr	'ower								2022
	L	Total Home Mortgage Loans	tgage Lı	oans	Low-Inc	come Bo	rrowers	Moderate	-Income]	Borrowers	Low-Income Borrowers Moderate-Income Borrowers Middle-Income Borrowers Upper-Income Borrowers	come Bc	Irrowers	Upper-In	come Bo	rrowers	Not Av Be	Not Available-Income Borrowers	ncome
Assessment Area:	#	\$	% of Total	% of Overall Total Market	% of Overall % Total Market Families	% Bank Loans	Aggregate Families	% Families	% Bank Loans	% Bank Aggregate Loans	% Families	% Bank Loans	% Bank Aggregate Loans	% Families	% Bank Loans	% Bank Aggregate Loans	% Families	% Bank Loans	% Aggregate Loans
Rosedale AA	363	363 129,433,709 100.0 90,314 21.7 11.6	100.0	90,314	21.7	11.6	10.3	17.0 12.1 20.8	12.1	20.8	21.1	13.2	21.1 13.2 21.0	40.2 18.5	18.5	29.1	0.0 44.6 18.8	44.6	18.8
Total	363	363 129,433,709 100.0 90,314 21.7 11.6	100.0	90,314	21.7	11.6	10.3	17.0	12.1	20.8	17.0 12.1 20.8 21.1 13.2 21.0 40.2 18.5 29.1	13.2	21.0	40.2	18.5	29.1	0.0 44.6 18.8	44.6	18.8
Source: 2020 Due to roundi	U.S. Cen	Source: 2020 U.S. Census; 01/01/2022 - 12/31/2022 Bank Data, 2022 HMDA Aggregate Data. Due to sounding totale may not sound 100 0%	- 12/31/.	2022 Bank	c Data, 202.	2 HMDA	Aggregate	Data.				1							

Due to rounding, totals may not equal 100.0%

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

Appendix D-3



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COMMUNITY REINVESTMENT ACT

FACILITIES

Rosedale Federal Savings and Loan Facilities

Abingdon

3106 Emmorton Road Abingdon, MD 21009 <u>410.569.5296</u> **Hours:** Mon. - Thurs. 9-5 Fri. 9-6 Sat. 9-1 Drive-Thru Teller 24 Hour Deposit Taking Drive-Thru ATM Coin Machine Mortgage Loan Officer (by appointment) Notary Services

Bel Air

1009 E. Churchville Road Bel Air, MD 21014 410.836.7555

Hours:

Mon. - Thurs. 9-5 Fri. 9-6 Sat. 9-1 Drive-Thru Teller 24 Hour Deposit Taking Drive-Thru ATM Safe Deposit Boxes Mortgage Loan Officer (by appointment) Notary Services

Forest Hill

104 Forest Valley Drive Forest Hill, MD 21050 <u>410-838-8853</u>

Hours:

Mon. - Thurs. 9-5 Fri. 9-6 Sat. 9-1 Drive-Thru Teller 24 Hour Deposit Taking Drive-Thru ATM Mortgage Loan Officer (by appointment) Notary Services

Parkville

2001 East Joppa Road Baltimore, MD 21234

410.661.1141

Hours: Mon. - Thurs. 9-5 Fri. 9-6 Sat. 9-1 Drive-Thru Teller Walk-Up ATM Night Deposit Box Mortgage Loan Officer (by appointment) Notary Services

Arbutus

1520 Sulphur Rd. Arbutus, MD 21227

<u>410.242.1910</u>

Hours: Mon. - Thurs. 9-5 Fri. 9-6 Sat. 9-1 24 Hour Deposit Taking Walk-Up ATM Night Deposit Box Mortgage Loan Officer (by appointment) Notary Services

Dundalk

1301 Merritt Boulevard Dundalk, MD 21222 410.824.1175

Hours: Mon. - Thurs. 9-5 Fri. 9-6 Sat. 9-1 Drive-Thru Teller 24-hour deposit taking Drive-Thru and Walk-Up ATM Safe Deposit Box Mortgage Loan Officer (by appointment) Notary Services

Overlea

6708 Belair Road Baltimore, MD 21206 <u>410.668.1122</u> Hours:

Mon. - Thurs. 9-5 Fri. 9-6 Sat. 9-1 Drive-Thru Teller 24 Hour Deposit Taking Walk-Up ATM Safe Deposit Box Mortgage Loan Officer (by appointment) Notary Services

Pasadena

3820 Mountain Road, Suite I Pasadena, MD 21122 410.515.3135

Hours:

Mon. - Thurs. 9-5 Fri. 9-6 Sat. 9-1 Drive-Thru Teller 24 Hour Deposit Taking Walk-Up ATM Night Deposit Box Mortgage Loan Officer (by appointment) Notary Services

Rosedale Federal Savings and Loan Facilities

Perry Hall	Rosedale
9616 Belair Road	8552 Philadelphia Road
Baltimore, MD 21236	Baltimore, MD 21237*
-	
<u>410.256.5200</u> Hours:	<u>410.866.3000</u> Hours:
Mon Wed. 9-5	
	Mon Thurs. 9-5
Thurs. 9-6	Fri. 9-6
Fri. 9-6	Sat. 9-1
Sat. 9-1	Drive-Thru Teller
Drive-Thru Teller	24 Hour Deposit Taking Drive-Thru ATM
24 Hour Deposit Taking Drive-Thru ATM	Mortgage Loan Officer (by appointment)
Safe Deposit Box	Notary Services
Mortgage Loan Officer (by appointment)	*Mailing Address: P.O. Box 70188 Rosedale, MD
Notary Services	21237
Timonium	Towson
1730 York Road	6810 York Road
Timonium, MD 21093	Baltimore, MD 21212
<u>410.377.4330</u>	410.377.4330
Hours:	Hours:
Mon Thur. 9-5	Mon Thurs. 9-5
Fri. 9-6	Fri. 9-6
Sat. 9-1	Sat. 9-1
Drive-Thru Teller	Drive-Thru Teller
24 Hour Deposit Taking Drive-Thru and Walk-Up ATM	24-hour deposit taking Drive-Thru and Walk-Up ATM
Mortgage Loan Officer (by appointment)	Mortgage Loan Officer (by appointment)
Notary Services	Notary Services
White Marsh	
7939 Honeygo Boulevard	
Nottingham, MD 21236	
<u>410.931.6333</u>	
Hours:	
Mon Thurs. 9-5	
Fri. 9-6	
Sat. 9-1	
Drive-Thru Teller	
24 Hour Deposit Taking Drive-Thru ATM	
Mortgage Loan Officer (by appointment)	
Notary Services	

FOR INTERNAL BANK USE ONLY. EFFECTIVE NOVEMBER 14, 2022

	Everyday Checking	Everyday Checkless Banking	Everyday Interest Checking	Christmas Club	Everyday Savings	Money Market
Minimum opening balance	\$25	\$25	\$250	\$1	\$10	\$2,500
Monthly balance requirement/ monthly service fee	No minimum balance requirement/ no monthly service fee	No minimum balance requirement/\$5 monthly fee	\$250/\$10 monthly fee if balance falls below minimum	No fee — \$1 minimum to earn interest	No fee — \$100 minimum to earn interest	\$2,500/\$20 monthly fee if balance falls below minimum — \$100 minimum balance to earn interest
Rosedale Federal debit card	Available free	Available free	Available free	N/A	N/A	N/A
Non-Rosedale Federal ATM surcharge rebate	Up to 4 per month	Up to 4 per month	Up to 4 per month	N/A	N/A	N/A
Statements/other	Monthly eStatement or mailed paper statement	Monthly eStatement or mailed paper statement	Monthly eStatement or mailed paper statement	Quarterly eStatement or mailed paper statement (unless there is an electronic transfer, which would trigger a monthly statement, just for the month of the transfer)	Quarterly eStatement or mailed paper statement (unless there is an electronic transfer, which would trigger a monthly statement, just for the month of the transfer)	Monthly eStatement or mailed paper statement
Interest paid	N/A	N/A	 Based on balance tiers: 1. At least \$100, but less than \$2,500 2. At least \$2,500, but less than \$10,000 3. \$10,000 or more Interest will be compounded daily and will be credited to the account monthly — the interest rate at each tier will be paid on the entire balance in your account 	Interest will be compounded daily and will be credited to the account at the end of the club term	Interest will be compounded daily and will be credited to the account monthly	 Based on balance tiers: 1. At least \$100, but less than \$2,500 2. At least \$2,500, but less than \$10,000 3. At least \$10,000, but less than \$25,000 4. \$25,000 or more Interest will be compounded daily and will be credited to the account monthly — the interest rate at each tier will be paid on the entire balance in your account
Deposits/withdrawals	Unlimited	Unlimited	Unlimited	Unlimited deposits Withdrawals prior to end of club term will close account	Regulatory limit of 6 non-in-person withdrawals/transfers to third parties per month	Regulatory limit of 6 non-in-person withdrawals/transfers to third parties per month
Check writing	Unlimited	N/A	Unlimited	N/A	N/A	Limited — see above
Online and mobile banking	FREE	FREE	FREE	Balance inquiry/transfer in	FREE	FREE
Overdraft transfer protection	Optional	N/A	Optional	N/A	N/A	N/A
	Everyday CD	Bump-Up CD	Pick-Your-Term CD	Traditional IRA CD	Roth IRA	Coverdell ESA
Minimum to open	\$500	\$10,000	\$10,000	\$100	\$100	\$100
Terms available (months)	6, 12, 18, 24, 30, 36, 48, 60	24, 36, 48	13-17, 18-23	6, 12, 18, 24, 30, 36, 48, 60	6, 12, 18, 24, 30, 36, 48, 60	6, 12, 18, 24, 30, 36, 48, 60



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Rosedale Federal Business Product Offerings



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	Everyday Business	Everyday Business Plus	Community Partnership	Business Relationship Account ¹	Business Savings	Business Money Market
Minimum opening balance	\$100	\$100	\$100	\$0	\$100	\$2,500
Minimum balance to avoid fee/ monthly fee	No minimum balance required/no monthly service fee	\$1,500/\$15 monthly fee if balance falls below minimum	\$2,500/\$10 monthly fee if balance falls below minimum	\$1,500/\$15 monthly fee if balance falls below minimum	\$100/\$5 monthly fee if balance falls below minimum	\$2,500/\$25 monthly fee if balance falls below minimum
Interest paid	No	Yes/Interest will be compounded daily and will be credited to the account monthly	No	No	Yes/Interest will be compounded daily and will be credited to the account monthly	Yes/Interest will be compounded daily and will be credited to the account monthly Business Money Market Tiers: \$2,500-\$49,999; \$50,000-\$99,999; \$100,000-\$499,999; \$500,000 plus
Minimum balance to earn interest	N/A	\$1,500	N/A	N/A	\$100	\$2,500
Monthly transactions	150	400	750	150	Regulatory limit of 6 non-in-person withdrawals/transfers to third parties per month	Regulatory limit of 6 non-in-person withdrawals/transfers to third parties per month
Additional transactions cost/per item	\$.30	\$.30	\$.30	\$.30	N/A	N/A
Check writing	Unlimited	Unlimited	Unlimited	Unlimited	N/A	Limited
Rosedale Federal debit card	Available free	Available free	Available free	Available free	N/A	N/A
Online and mobile banking	Yes	Yes	Yes	Yes	Yes	Yes
Statements	Monthly	Monthly	Monthly	Monthly	Quarterly ²	Monthly

1 Available for commercial operating accounts only. 2 Unless there is an electronic transfer, which would trigger a monthly statement, just for the month of the transfer.

For our Savings Rates, please visit our website rosedalefederal.com or call 410-668-4400.

https://www.rosedalefederal.com/deposit-rates



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CONSUMER BANKING SERVICES AND FEES

Effective March 18, 2024

ACTIVITY STATEMENT (a.k.a. "history") ATM/DEBIT CARD	\$5.00
All ATM and POS transactions ATM surcharge rebated month	FREE
Replacement ATM/Debit Card	\$10.00
Expedited Delivery ATM/Debit Card	\$20.00
CASHIER'S CHECK (account holders only)	·
Payable to an account holder	FREE
Payable to third parties	\$5.00
Replacement (2 weeks to 90-day waiting period)	\$10.00
DEPOSIT ADJUSTMENT	\$10.00
DIGITAL BANKING AND BILL PAYMENT	
Financial Management/Budgeting Tool/Credit Monitoring	FREE
Gift Check ⁶	\$2.99
Mobile deposits	FREE
DORMANT ACCOUNT ^{1, 6} up	to \$20.00
DUPLICATE FORMS AND DOCUMENTS	
Check image in excess of 24 per year	\$2.00
Statement, tax form, plan, or other documents	\$5.00
EARLY CLOSEOUT ^{2, 6}	\$25.00
EXCESS TRANSACTION ³ (Savings & Money Market)	\$25.00
INTERNATIONAL ITEM NEGOTIATION price varies, conta	ict branch
Note: Please allow up to three weeks for provisional cred	it
LEGAL PROCESS	
Account subject to legal proceeding	\$100.00
IRS audit confirmation – certified notice	\$10.00
Tax levy	\$100.00
Writ of Execution/Garnishment/Attachment	\$150.00
NON-CUSTOMER ON-US CHECK CASHING ⁶	\$10.00
NON-SUFFICIENT FUNDS ^{4, 6}	
ACH, check, draft, electronic presentment	\$35.00
NOTARY SERVICE	
Account holder	FREE
Non-customer per original notarial	act \$8.00
OVERDRAFTED ACCOUNT ^{4, 6}	
ACH, check, draft, electronic presentment	\$35.00

OVERDRAFT TRANSFER FEE (enrollment required; charged per day, per linked account)	maximum one fee
Automatic transfer from linked deposit accour	nt \$2.50
Automatic transfer from linked line ⁷	\$2.50
PERSONALIZED CHECKS ⁶	price based on style
RESEARCH	
15-minute increments (1/2-hour minimum)	\$6.25
REGULATED PLANS (IRA and Coverdell ESA)	
Annual Plan Administration	FREE
Trustee Transfer	FREE
RETURNS	
Returned deposited/cashed item (drawn by a	3 rd party) \$10.00
Returned deposited/cashed item (drawn by ac	count holder) \$35.00
Returned international collection item	up to \$50.00
Returned mail (per item)	\$3.00
Returned Safe Deposit Box rental	\$35.00
SAFE DEPOSIT BOXES ⁵	
Drilling	at cost
Lost/duplicate key Rental pi	\$30.00 rice based on box size
SAVINGS BOND REDEMPTION	ice based off box size
US Series E, I, or EE	FREE
, ,	=
STATEMENT RECONCILIATION (1-hour minimum)	per hour \$25.00
STOP PAYMENT	
ACH, electronic presentment revocation Check ⁶ , draft via branch or Call Center staff	FREE \$35.00
Check ⁶ , draft self-serve via Digital Banking	533.00 FREE
Lost/stolen, unsigned/blank checks	FREE
One-time ACH, electronic presentment	\$35.00
Online Banking Bill Payment	FREE
TELEPHONE TRANSFER	\$10.00
UNCOLLECTED FUNDS ^{4, 6}	40- 00
ACH, check, draft, electronic presentment	\$35.00
VERIFICATION (Deposit or Mortgage)	FREE
WIRE TRANSFER (account holders only)	
Incoming Outpoing domestic	FREE
Outgoing domestic	\$30.00

¹As determined by Maryland law.

² If new savings, checking, or money market account is closed within 180 days.

³ Applies to transactions in excess of monthly account limitations. Refer to Truth in Savings Disclosure.

⁴ NSF/Overdraft fee will be charged per unique item, and not for each re-presentment, for covering NSF/overdrafts created by check or draft, in-person or ATM withdrawal, or other electronic means.

⁵ Safe Deposit Boxes are not FDIC insured. Rental prices subject to change, contact branch for pricing.

⁶ Service or Fee is not applicable to Everyday Checkless Banking Account.

⁷ Credit limits and interest charges apply; subject to checking account eligibility.

Rosedale Federal reserves the right to limit quantities.

Visit us at rosedalefederal.com or call 410.668.4400



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BUSINESS BANKING SERVICES AND FEES

Effective September 1, 2023

FREE SERVICES

- All ATM and POS transactions
- ATM surcharges are rebated monthly up to 4
- Cashier's Check payable to the accountholder
- Digital Business Bill Pay, Check Positive Pay, and Mobile Deposits¹
- RFSL ATM deposits (Rosedale Federal debit card required)
- Notary Service

- eStatements including imaged items
- Stop Payment:
 - ACH, electronic presentment revocation
 - Check, draft self-serve via digital banking
 - Lost/stolen, unsigned/blank checks
 - Digital Banking Bill Payment

ACCOUNT FEES

BUSINESS CHECKS	at cost; price based on style	RETURNS	
DEPOSIT ADJUSTMENT	\$10.00	Returned deposited/cashed item (drawn by a 3rd par	ty) \$10.00
EARLY CLOSEOUT ²	\$25.00	Returned deposited/cashed item (drawn by account h	
EXCESS TRANSACTION ³ (Savings & Money Mark	et) \$25.00	Returned international collection item Returned mail (per item)	up to \$50.00 \$3.00
NON-SUFFICIENT/UNCOLLECTED FUNDS ⁴		STOP PAYMENT	,
ACH, check, draft, electronic presentment OVERDRAFTED ACCOUNT ⁴ ACH, check, draft, electronic presentment	\$35.00 \$35.00	Check, draft via branch or customer service staff Release of Stop Payment One-time ACH, electronic presentment	\$35.00 \$5.00 \$35.00

OTHER ANCILLARY SERVICES

ATM/DEBIT CARD	
Replacement ATM/Debit Card \$10.00	
Expedited Delivery ATM/Debit Card \$20.00	
CASHIER'S CHECK (account holders only)	
Payable to third parties \$5.00	
Replacement (2 weeks to 90-day waiting period) \$10.00	
DIGITAL BANKING AND BILL PAYMENT	
Business Bill Pay Inactivity Fee monthly after 6 months inactive \$10.00	
Digital Invoicing/Bookkeeping Solutions see product details	
Mobile Deposits (high volume/amount) ¹ monthly \$25.00	
DORMANT ACCOUNT ⁵ up to \$20.00	
DUPLICATE FORMS AND DOCUMENTS	
Check image in excess of 24 per year \$2.00	
Statement, tax form, or other documents \$5.00	
INTERNATIONAL ITEM NEGOTIATION price varies, contact branch	
Note: Please allow up to three weeks for provisional credit	

LEGAL PROCESS

LEGAL I NOCESS	
Account subject to legal proceeding IRS audit confirmation – certified notice Tax levy Writ of Execution/Garnishment/Attachment	\$100.00 \$10.00 \$100.00 \$150.00
whit of execution/Gamishment/Attachment	\$150.00
MERCHANT SERVICES services v	ary; contact branch
MERCHANT CAPTURE	monthly \$40.00
NIGHT/MAIL DROP/ATM DEPOSITORY SERVICES	
Bag purchase fee (zipper or locked) Night depository access key (issued, duplicate, re	at cost placed) \$10.00
RESEARCH	
15-minute increments (1/2 hour minimum)	\$6.25
STATEMENT SERVICES	
ACH Addenda report	per request \$5.00
Activity Statement (a.k.a. "history")	\$5.00
Imaged Items paper statement (monthly fee)	\$5.00
WIRE TRANSFER (account holders only)	
Incoming	\$15.00
Outgoing domestic	\$30.00

¹ Intended for low-volume check processing; refer to Merchant Capture for high-volume check processing. Contact branch for more details.

² If new savings, checking, or money market account is closed within 180 days.

³ Applies to transactions in excess of monthly account limitations. Refer to Truth in Savings Disclosure.

⁴ NSF/Overdraft fee will be charged per unique item, and not for each re-presentment, for covering NSF/overdrafts created by check or draft, in-person or ATM withdrawal, recurring POS, or other electronic means.

⁵ As determined by Maryland law.

Rosedale Federal reserves the right to limit quantities.

Personalized service, timely turnaround.



Please call 410.668.4400, ext. 103, to speak with a member of our Residential Lending Production Team. We look forward to working with you!

rosedalefederal.com/meet-our-residential-loan-officers

You'll find us in your **COMMUNITY!**

Please scan the QR code for Rosedale Federal branch and ATM locations and hours. If you prefer, visit our website or contact our Call Center at 410.668.4400 for details.



Third party fees for internet, messaging, or data plans may apply.



Let's start a home loan conversation.

NMLS#413320

Member FDIC. Equal Housing Lender

ROSEDALE FEDERAL SAVINGS & LOAN ASSOCIATION

Your neighbor. Your guide. Your bank. ROSEDALE FEDERAL SAVINGS & LOAN ASSOCIATION Your neighbor Your guide. Your bank.

RFSL0319-Mar-22

rosedalefederal.com



The loan that's right for you.

We offer mortgages for homes, construction-topermanent homes, developed lots, and secondary/ vacation homes. We have a special program for first-time home buyers. And we also offer home equity loans and home equity lines of credit.

What makes Rosedale Federal different?

Walk into any of our branches and we think you'll see — and feel — how different we are. We take what we do very personally. We believe in sitting down with you, getting to know you. We don't rely on computer-based analytics that lump mortgage applications into neat little yes/no piles. You are never "data" to us. We're already neighbors, and our goal — always is to build a personal relationship with you.

We really, really, really want to say yes!

We have in-house underwriters who work closely with our loan officers. That means a lot more flexibility and more ways to get to yes.

We require a minimum credit score of only 640, because we understand that your score is not a complete picture of your credit worthiness. We'll work with you to review all the factors that may affect your application. Also, our down payment requirement can be as low as 3% to open more doors for more homebuyers. (Please see the chart in this brochure for more details on down payments.)

Please also know that our loan officers try very hard to be available, to answer your questions or assist you with paperwork, at times that are convenient for you.

Find personal service right here.

We're bankers — but we're also your neighbors. You can count on us.

We believe in fair pricing for the costs associated with home loans. For fixed-rate and adjustable-rate home purchases, we keep fees low. Our interest rates are always competitive. And we consider any mortgage request of \$1 million or less to be a standard conventional loan, so buying a more expensive home may be more affordable.

We know that time is important to you. So we strive for this: a target of 21 days to credit decision and 30 days to settlement once we receive a completed application.

Let's talk!

Now that you know your home lending experience can be personal, flexible, and timely, we invite you to stop by a branch or call 410.668.4400, Ext. 103. We'd



love to set you up for an appointment with one of our loan officers. In the meantime, you can find loan details and current rates at rosedalefederal.com. We look forward to meeting you and working toward a yes.

1 Once we receive a completed application. 2 Subject to Federal lending limits. 3 The annual percentage rate may increase after loan is closed. 4 Additional credit requirements may apply.

*Home Equity Line of Credit (HELOC) rates, terms, and conditions are subject to credit and property approval and may change without notice. Additional terms and conditions may apply. Eligible properties include first or second lien position owner-occupied 1-to-4-family properties and condominiums. Adequate property insurance is required, and flood insurance is required where necessary.

Variable Annual Percentage rate (APR) is based on the U.S. Prime Rate as published in the "Money Rates" table on the third Wednesday of the month in The Wall Street Journal. For loan-to-value (LTV) of 80% or less, the applicable APR is equal to the Prime Rate, currently 8.50%. For LTVs more than 80%, the applicable APR is equal to the Prime Rate plus a margin of 1.5%, currently 10.00%. The maximum APR that can apply is 18.00% and the minimum APR that can apply is 3.00%. Advertised minimum credit score of 640 applicable to LTVs of 80% or less, for LTVs more than 80% minimum credit score of 660 required.

To open an account, you must pay certain fees to third parties (closing costs) that we will pay on your behalf. These fees generally total between \$0.00 and \$2,273.00 based on a maximum loan amount of \$250,000. You will be required to repay all closing costs that we paid on your behalf to third parties if the HELOC is terminated by you during the first two (2) years after your account is established. Upon request, we will provide you with an itemization of these closing costs. While there are no application, annual, or closing fees; late fees and returned payment fees may be charged as applicable.

	21/30 Day Target ¹ (once completed application is received)	Loan Amount	Interest Rate (find current rates at rosedalefederal.com/loan-rates)	Down Payment Required⁴	PMI (Private Mortgage Insurance) Required	Seller Contribution	Additional Notes
Mortgage or Refinance, Fixed Rate (1-4 dwellings)	21 days to credit decision/30 days to settlement ¹	Up to \$1 million	Standard conventional interest rate	As low as 3% with PMI approval	Yes	Flexible, no cap with 20% down	Primary home and secondary home
Mortgage or Refinance, Adjustable Rate (1-4 dwellings)	21 days to credit decision/30 days to settlement ¹	Up to \$1 million	Standard conventional interest rate ³	As low as 3% with PMI approval	Yes	Flexible, no cap with 20% down	Primary home and secondary home
Jumbo Mortgage or Refinance, Fixed Rate (1-4 dwellings)	21 days to credit decision/30 days to settlement ¹	Over \$1 million (no set limits²)	Standard conventional interest rate plus an additional .25% of that rate	As low as 5% with PMI approval	Yes	Flexible, no cap with 20% down	Primary home and secondary home
Jumbo Mortgage or Refinance, Adjustable Rate (1-4 dwellings)	21 days to credit decision/30 days to settlement ¹	Over \$1 million (no set limits²)	Standard conventional interest rate plus an additional .25% of that rate ³	As low as 5% up to \$1,000,000	Yes	Flexible, no cap with 20% down	Primary home and secondary home
First Time Home Buyer Mortgage, Fixed Rate	21 days to credit decision/30 days to settlement ¹	\$291,000 with max mortgage amount of \$300,000	Standard conventional interest rate	3%	No PMI required (HUD approved counseling required)	No сар	Primary home only (grants accepted, layering of grants allowed, income limits apply)
Construction to Permanent Mortgage, Fixed Rate	N/A	Up to 90% Ioan-to-value, otherwise no set limits ²	Standard conventional interest rate	10% down based on appraised value	PMI required for loans above 80% up to 90% LTV	No сар	Purchase or refinance transaction, primary residence only, one settlement (first 12-month is the build period, interest-only payments)
Construction to Permanent Mortgage, Adjustable Rate	N/A	Up to 90% loan-to-value, otherwise no set limits ²	Standard conventional interest rate ³	10% down based on appraised value	PMI required for loans above 80% up to 90% LTV	No сар	Purchase or refinance transaction, primary residence only, one settlement (first 12-month is the build period, interest-only payments)
Developed Lot Mortgage, Fixed Rate	N/A	Up to 75% loan-to-value, up to \$150,000	Standard conventional interest rate	25% down based on appraised value or purchase price whichever is less	None	No сар	Purchase transaction only
Secondary/Vacation Home Mortgage, Fixed Rate	21 days to credit decision/30 days to settlement ¹	Up to \$1 million	Standard conventional interest rate	As low as 3% with PMI approval	Yes	No cap	At least 50-mile radius or mor from the primary home
Secondary/Vacation Home Mortgage, Adjustable Rate	21 days to credit decision/30 days to settlement ¹	Up to \$1 million	Standard conventional interest rate ³	As low as 3% with PMI approval	Yes	No cap	At least 50-mile radius or mor from the primary home
Home Equity Line of Credit, Adjustable Rate	21 days to credit decision/30 days to settlement ¹	\$250,000	LTV greater than 80%: Prime + 1.5% LTV 80% or less: Prime*	N/A	LTV greater than 80% — Yes LTV less than 80% — No	N/A	All closing costs paid for by Rosedale Federal*
Home Equity Fixed Rate Loan	21 days to credit decision/30 days to settlement ¹	\$500,000	Please call or visit our website at rosedalefederal.com for rate information	Requires 20% available equity, including all liens	None	N/A	Rosedale Federal will pay for appraisal fee — limits apply



For our Mortgage Rates, please visit our website rosedalefederal.com or call 410-668-4400.

https://www.rosedalefederal.com/mortgage-rates

Rosedale Federal

TRID Loans Settlement Costs as of 12/26/2024

Complete the Loan Application Addendum BEFORE starting the LE.

- Closed End Loans to Consumers for Consumer Purpose are covered i.e., purchase, refinance, construction permanent, home equity (home improvement, cash out, etc.) secured by any lot (regardless of lot size, 1-4 family dwelling, construction-perm). Loans to a Trust that is set up for tax or estate planning purposes are covered.
- C/P loans require the LE addendum, Acknowledgement of Construction Loan Disclosure of Maximum Interest Payment Amount. These loans are based on the interest only payment using the full loan amount during construction.
- Whenever you have a loan with no seller "Use Alternate" table at "Calculating Cash to Close" EXCEPT for Construction / Perm loans in which case "Use Alternate" is never an option.

LE SECTION	TOLERANCE	ENCOMPASS	FEE NAME-Total of Items Listed Below	FEE AMOUNT TOTAL	APR?
A–Origination Charges	Per Line	LINE #			
A–Origination Charges	0%	802-e	% of Loan Amount (Points)	% of loan amount to buy down rate for any product. Refer to the rate sheet to determine if the fee buys down the rate (compare to the same product with no fee) This includes discount points charged for loans in process.	Y
A–Origination Charge	0%	801	Origination Fee	Fee for any product where this fee is charged but does not buy down the rate. Refer to the rate sheet for the amount of the charge. This includes the extended rate lock fee for new construction.	Y
A–Origination Charge	0%	801	Processing Fee	\$1,695.00	Y
A-Origination Charge	0%	801	Rate Relock/Extension Fee	% agreed upon per Rate Lock Agreement	Y

B–Services You Cannot Shop For	Per Line		Total of Items Listed Below	TOTAL	
B–Services You Cannot Shop For	0%	804			Ν

• The AUS will determine the appraisal type to be ordered or an appraisal waiver.

• "Drive By" only for loan amounts up to \$400,000 AND inside of our Assessment Area. Any loan over \$400,000 or any loan outside of our assessment area = full interior inspection.

• Fee for HELOCs and Fixed Rate Home Equity is paid by the Lender.

0	VA Appraisal	\$625.00
0	1004 URAR (FHLMC Form 70)	\$500.00
0	1004 URAR with "as is" and "subject to completion"	\$575.00
0	1004 URAR New Construction	\$575.00 for Const/Perm and New Construction with Extended Lock
0	1073 Condo (FHLMC Form 465)	\$500.00
0	2055 Exterior Only	\$400.00
0	1075 Exterior Only Condo (FHLMC form 2005)	\$400.00
0	1025 2-4 Unit Multi Family	\$875.00
0	Final Inspection/Recertification of Value	\$250.00 for New Construction with Extended Lock
0	Land Only	\$400.00
0	Appraisal Update	\$250.00
0	Appraisal Update with Comps	\$325.00
0	Desk Review	\$300.00
0	Complex	Changed Circumstance
0	Working Farm (Income Generating)	Commercial Appraisal, Require a Quote

 Refer to SDAT for multiple Determine flood zone 	e units, multiple	e outbuildings, sq	uare footage, # of stories to determine if the su	ubject is complex and therefore subject to additional/higher costs	i.
B–Services You Cannot Shop For	0%	810	Condo Questionnaire	\$350.00	Y
 If secured by a condo, apa 					
B–Services You Cannot Shop For	0%	809	Consumer Credit Counseling Fee	\$275.00	Y
only charged if borrower					
B–Services You Cannot Shop For	0%	805	Credit Report	\$75.00 per person	Ν
B–Services You Cannot Shop For	0%	807	Flood Determination Fee	\$9.00	Y
Not for land only loans		•		· · · · · · · · · · · · · · · · · · ·	
B–Services You Cannot Shop For	0%	808	Flood Monitoring Fee	\$6.00	Y
monitoring.	a specific invest	1		nents. If the investor does not require, do not order life of loan	
B–Services You Cannot Shop For	0%	806	Tax Service Fee	\$109.00	Y
 All loans, all types 					
 Loans over \$499,999, add 	\$10 per \$100,0	000 or portion th	ereof		
B–Services You Cannot Shop For	0%	811	Inspection Fees	\$1,400.00	Y
For Construction / Perm and Home Baltimore City, AA, Baltimore, Carr All other Maryland Counties = \$15	oll, Cecil, Frede	erick, Harford, Ho	ward, Montgomery, PG and Washington Count	ies = \$150.00 per inspection (8 inspections)	
B–Services You Cannot Shop For	0%	812	Subordination Fee	\$350.00	Y
Remember to look into a	uto subordinatio	on			
B–Services You Cannot Shop For	0%	813	Final Inspection by appraiser (For New Construction)	\$150.00	Y
B–Services You Cannot Shop For	0%	814	MERS(R) Registration Fee	\$24.95	Y
B- Services You Cannot Shop For	0%	815	HOA/PUD Certification	\$300.00	Y
 For any loan originated the 	at can be sold.				
			-		
C-Services You Can Shop For	Aggregate		Total of Items Listed Below	TOTAL	
C–Services You Can Shop For	10%	1304	Septic System Certification-	\$310.00 (Visual)	N
C–Services You Can Shop For	10%		Septic System Certification	\$485.00	N
	ection and can p nore, Harford, &	Cecil Counties a	d; vendor will NOT collect at closing. nd will typically clean & pump on the visit	(last update with Halls 9/16/2024)	
C–Services You Can Shop For	10%	1303	Termite Inspection	\$90.00	Ν
Purchases only			Town/Rowhomes:	Single Family Home:	
N/A For condos of any typ			Square footage includes finished and unfi		
Servicing Baltimore, Cecil,		ounties	areas.	3,000 sf - 3,499 sf - \$85	
Lynn Pest Management	t		Under 3,000 sf - \$75	3,500 sf - 3,999 sf - \$90	
PO Box 274			3,000 sf - 3,499 sf - \$80	4,000 sf - 4,499 sf - \$95	
Jarrettsville MD 21084			3,500 sf - 3,999 sf - \$85	over 4,500 sf contact office	
410-692-0922			4,000 sf - 4,499 sf - \$90		

			over 4,500 sf contact office	Contact for the prices on outbuildings (she detached garage, barns etc,)	ds,
C–Services You Can Shop For	10%	1101-a	Title-Abstract	\$295 per parcel	Ν
Fee is charged per parcel	being purchase	d even if it is not	t securing the loan	·	
C–Services You Can Shop For	10%	1101-b	Title-Binder	\$95.00	N
C–Services You Can Shop For	10%	1101-d	Title-Document	\$175.00 per document as outlined below	N
			Title - Document; Deed Prep (adding spouse or name change)	\$175.00	
			Title - Document; Power of Attorney	\$175.00	
			Title - Document; Subordination Agreement	\$175.00	
			Title - Document; Trust Agreement	\$175.00	
C–Services You Can Shop For	10%	1111	Title - Hand Recording Fee	\$50.00	Y
C-Services You Can Shop For	10%	1112	Title – E Recording Fee	\$4.75 per document	Y
C–Services You Can Shop For	10%	1101-е	Title - Judgment Report s	\$100.00; \$25.00 per name, we estimate 4 names	Ν
 Judgments attach for 12 	years in Maryla	nd			
C–Services You Can Shop For	10%	1101-f	Title - Location Drawing/Survey	\$290.00 if one acre or less	Ν
 N/A for any style condo Purchase money transact For properties over 1 acrossion Boundary Surveys are available 	e ask the title co				
C–Services You Can Shop For	10%	1104	Title – Lender's Title Insurance	Calculate on the loan amount using pricing below	N
 Minimum Policy = \$300 (Up to \$250,000 = \$3.36 p \$250,001 - \$500,000 = \$3 \$500,001 - \$1,000,000 = \$3 \$1,000,001 - \$5,000,000 \$5,000,000 - \$15,000,000 	er \$1,000 borro 8.05 per \$1,000 \$2.75 per \$1,00 = \$1.84 per \$1,0	owed borrowed 0 borrowed 000 borrowed	,		
C–Services You Can Shop For	10%	1102-d	Title - Lien Certificate	\$55.00	N
C–Services You Can Shop For	10%	1102-е	Title - Overnight Fee	\$25.00	Y
C–Services You Can Shop For	10%	1102-f	Title - Post Closing	\$175.00	Y
C–Services You Can Shop For	10%	1113	Title - Release Fee	\$100.00 per lien	Y
Attorney fee to track releases and the verification of recorded releas preparation of the Release and rec	es. This fee is co cording the Rele	onsidered an APP ease at the court	fee appears on every LE for a refi and covers the R fee as a conservative measure because it is un house.	e POTENTIAL preparation and recording of any releases requinknown whether the entire fee will be retained, or part will be	used for
C–Services You Can Shop For	10%	1102-g	Title – Secured Technology Services	\$100.00	Y
C–Services You Can Shop For	10%	1102-h	Title – Settlement or Closing Fee	\$375.00	Y
If there is a ground rent redempti	on charge the S	ettlement or Clo	sing Fee twice \$750.00		
C–Services You Can Shop For	10%	1109	Title - Title Exam	\$475.00	Ν
C–Services You Can Shop For	10%	1110	Title - Wire Fee	\$35.00 per wire	Y
Charge 1 wire fee per lier	n pay off plus 1	wire fee for fees	due back to RFSL except for in-house refis.		
Example: In-house Refi =	1 wires, Outsid	e Refi, 1 lien pay	off = 2 wire fees, Outside Refi 2 lien pay offs = 3	wire fees, Purchase = 1 wire fee	
C–Services You Can Shop For	10%	1305	Well Certification- Water Quality & Well Yield are both required	\$550.00	Ν

- If required, transfers only.
- Contact Caswell Testing & Water Systems, LLC
- Serving Cecil, Baltimore, Harford, and Carroll Counties
- Water Quality test and Well Yield = \$550.00.
- 410.557.9355

(last update with Caswell 9/16/2024)

D-TOTAL LOAN COSTS (A+B+C)			TOTAL OF EACH SECTION	TOTAL	
-TAXES AND OTHER			TOTAL OF ITEMS LISTED BELOW	TOTAL	
GOVERNMENT FEES					
E-Taxes and Other Government Fees	10%	1202	Recording Fees and Other Taxes to record DOT	\$60.00-Primary Res \$115.00- Construction / Perm, Secondary Res, or Investment; Documents in excess of 9 pages	N
-Taxes and Other Government ees	10%	1202	Recording Fees and Other Taxes to record DEED	\$60.00	Ν
-Taxes and Other Government ees	10%	1206	Recording Fees and Other Taxes to record SUBORDINATION AGREEMENT	\$60.00	Ν
-Taxes and Other Government ees	10%	1206	Recording Fees and Other Taxes to record POA	\$60.00	Ν
-Taxes and Other Government ees	10%	1206	Recording Fees and Other Taxes to record per GRANT	\$60.00	Ν
-Taxes and Other Government ees	10%	1206	Recording Fees and Other Taxes to record per GROUND RENT (Redemption)	\$60.00	Ν
-Taxes and Other Government ees	10%	1206	Habitat loans; add additional \$60 recording fee for Right of First Refusal	\$60.00	Ν
lotes for Habitat loans; there is al dd \$60.00 per grant. See eRecord	-	-	· · · · · ·	80.00. If there is a Habitat Soft Second add \$60.00. If there is	a grant
-Taxes and Other Government	0%	1204	City/County/Stamps	Enter County doc stamps	N
–Taxes and Other Government ees	0%	1204	City/County/Stamps	Enter City doc stamps	N

- Owner-Occupied Only- Calculate on the difference between new loan amount and existing lien(s) & round up to \$500. (Note: Credit for existing lien does not apply for second homes or investment/lot loans)
- If a new name is being added, calculate based on their percentage of ownership of the lien being paid off e.g. 2 names and removing one = 50%, loan in 1 name and adding 2 = 66.66%
- If a spouse is being removed (T/E Title) assume no tax except Baltimore City. If ANYONE is being removed or added in Baltimore City, add City transfer taxes at 1.5% of the unpaid principal balance of the existing mortgage.
- There is no break if the lien to be paid off is in the name of anyone other than the borrower (e.g. LLC). If this is the case, charge on the full loan amount.
- Purchase –total consideration (sales price) & round up to \$500.
- Review the sales contract for the settlement fees that the borrower is paying and for how transfers are to be split; if there is no contract assume split.

Const/Perm- Use the purchase price of the lot, plus the loan amount, round up to \$500. If the applicant owns the lot, charge on the full loan amount. (ex. Purchase Price of lot (\$185,000) @ \$6.60/1000 = \$1221

+ Loan Amount (\$569,700) @ \$6.60/1000 = \$3762

= Total Doc Stamps \$4983)

- Fixed Home Equity or 2nd Mortgage -use loan amount, if paying off other 2nd use difference between new & existing & round up to \$500
- CRA/First Time Buyer with grant funds; calculate applicable recordation tax on the amount of the grant(s) and add to the charges calculated. on the purchase price
- Per \$1,000:

BALTIMORE	\$5.00	DORCHESTER	\$10.00	MONTGOMERY	\$8.90**
HARFORD	\$6.60	FREDERICK	\$14.00	PRINCE GEORGES	\$5.50
BALTIMORE CITY	\$10.00++	CALVERT	\$10.00	ST. MARYS	\$8.00
HOWARD	\$5.00	CAROLINE	\$10.00	SOMERSET	\$6.60
CARROLL	\$13.00	CECIL	\$8.20	TALBOT	\$12.00
ANNE ARUNDEL	\$7.00	CHARLES	\$10.00	WASHINGTON	\$7.60
QUEEN ANNES	\$9.90	GARRETT	\$7.00	WICOMICO	\$7.00
ALLEGANY	\$7.00	KENT	\$6.60	WORCESTER	\$6.60

• ++Baltimore City - first \$22,000 is exempt if owner occupied (purchase only)

• ++Baltimore City - as of 1/11/19, Purchase Only- 0.15% of the calculated recordation Yield Tax on any transaction over \$1,000,000.00; see memo for possible exemptions.

**Montgomery County recordation = \$8.90 PER \$1,000 UP TO \$500,000; \$500,000.01 - \$600,000 = \$13.50 per \$1,000; \$600,000.01 - \$750,000 = \$20.40 per \$1,000; \$750,000.01 - \$1,000,000 = \$21.56 per \$1,000; OVER \$1,000,000 = \$22.70 per \$1,000 (of the "consideration payable" or "principal amount of debt secured...including the mortgage or deed of trust assumed by a grantee" will be taxed at the above rate)

E-Taxes and Other Government	0%	1203	Transfer Taxes	Enter County Transfer Tax	N
Fees					Ν
E-Taxes and Other Government	0%	1203	Transfer Taxes	Enter City Transfer Tax	NI
Fees					Ν

City/County Transfer Tax Rates are calculated on the total consideration (sales price). If there is no contract at the time the LE is prepared, assume a split of these taxes. If a contract is subsequently received stating the buyer is paying all transfers, a documented Change of Circumstance is required and must be delivered within 3 days of receipt of the contract.

BALTIMORE	1.5%	\$22,000 BUYERS CREDIT-OWNER OCCUPIED ONLY
HARFORD	1.0%	\$30,000 BUYERS CREDIT-OWNER OCCUPIED ONLY
BALTIMORE CITY	1.5%	\$22,000 BUYERS CREDIT IF PURCHASE PRICE IS LESS THAN \$250,000-OWNER OCCUPIED ONLY
		as of 1/11/19, Purchase Only - 0.6% of the calculated transfer Yield Tax on any transaction over \$1,000,000.00; see memo for possible
		exemptions
HOWARD	1.25%	
CARROLL	NONE	
	1.0%	Up to \$999,999.99
ANNE ARUNDEL	1.5%	Over \$1,000,000
QUEEN ANNES	.5%	First Time Home Buyers Receive an Exemption Equal to The Maryland State Exemption
ALLEGANY	.5%	\$50,000 Buyers Credit-Owner Occupied Only Includes Vacation/Secondary Residences
CALVERT	NONE	
CAROLINE	.5%	\$25,000 Buyers Credit -Owner Occupied Only; \$75,000 1 st Time Buyer and Owner Occupied
CECIL	.5%	
CHARLES	.5%	
DORCHESTER	.75%	\$30,000 Buyers Credit-Owner Occupied Only

FREDERICK GARRETT KENT MONTGOMERY PRINCE GEORGES ST MARYS SOMERSET TALBOT WASHINGTON WICOMICO WORCESTER	.5% 1.0% If the 1.4% Incluid 1.0% \$30,0 NONE 1.0% Except .5% .25% NONE .5% Except	consideration is des Deeds of Trus 000 Buyers Credit ot 1st \$50,000 Pri If 1 st Time Washi ot 1st \$50,000 If (ington County Buyer & Purchase Price Is Less Th Owner Occupied	an \$115,000; 1 st \$50,000 Exempt on All Transactions	
E–Taxes and Other Government Fees	0%	1205	Transfer Taxes	Enter Maryland State Transfer Tax	N
• •	hase price of lot and the Deed sp	ecifically states th	nat the transfer is due to a Marital Property Settl	ement Agreement. "WITNESSETH that pursuant to the terms of e Tax Property Article of the Annotated Code of Maryland, as am	• •
	1				
F–PREPAIDS	Unlimited		TOTAL OF ITEMS LISTED BELOW	TOTAL	
F-Prepaids	Unlimited Unlimited	903	TOTAL OF ITEMS LISTED BELOW Homeowner's Insurance Premium	TOTAL Annual Premium Amount Required for Purchase transactions	N
		903 902		Annual Premium Amount	N Y
F-Prepaids	Unlimited		Homeowner's Insurance Premium	Annual Premium Amount Required for Purchase transactions Always ZOMP – never any amount prepaid or	
F-Prepaids F–Prepaids F–Prepaids	Unlimited Unlimited Unlimited	902 901	Homeowner's Insurance Premium Mortgage Insurance Premium - N/A Prepaid Interest calculate per diem interest based on the settlement date per the contract. If the settlement date is not known,	Annual Premium Amount Required for Purchase transactions Always ZOMP – never any amount prepaid or collected up front	Y
F-Prepaids F–Prepaids F–Prepaids	Unlimited Unlimited Unlimited	902 901	Homeowner's Insurance Premium Mortgage Insurance Premium - N/A Prepaid Interest calculate per diem interest based on the settlement date per the contract. If the settlement date is not known, estimate 15 days.	Annual Premium Amount Required for Purchase transactions Always ZOMP – never any amount prepaid or collected up front	Y
F-Prepaids F–Prepaids F–Prepaids • For CP & HELOCS, must "	Unlimited Unlimited Unlimited zero" out intere Unlimited	902 901 est – change inter 904 Ily not reimburse	Homeowner's Insurance Premium Mortgage Insurance Premium - N/A Prepaid Interest calculate per diem interest based on the settlement date per the contract. If the settlement date is not known, estimate 15 days. est from & to dates to the same date Property Taxes (months) (Amount to Pay Owed Bills)	Annual Premium Amount Required for Purchase transactions Always ZOMP – never any amount prepaid or collected up front Enter calculated amount Enter calculated amount to bring delinquent.	Y
F-Prepaids F-Prepaids F-Prepaids • For CP & HELOCS, must " F-Prepaids • This is for outstanding un	Unlimited Unlimited Unlimited zero" out intere Unlimited	902 901 est – change inter 904 Ily not reimburse	Homeowner's Insurance Premium Mortgage Insurance Premium - N/A Prepaid Interest calculate per diem interest based on the settlement date per the contract. If the settlement date is not known, estimate 15 days. est from & to dates to the same date Property Taxes (months) (Amount to Pay Owed Bills)	Annual Premium Amount Required for Purchase transactions Always ZOMP – never any amount prepaid or collected up front Enter calculated amount Enter calculated amount to bring delinquent.	Y
 F-Prepaids F-Prepaids F-Prepaids For CP & HELOCS, must " F-Prepaids This is for outstanding ur Include anything that is p F-Prepaids If the annual premium and premiu	Unlimited Unlimited Unlimited Zero" out intere Unlimited paid tax bills or paid to the Coun Unlimited nount is unknow	902 901 est – change inter 904 lly not reimburse ty/City 906 vn when the LE is	Homeowner's Insurance Premium Mortgage Insurance Premium - N/A Prepaid Interest calculate per diem interest based on the settlement date per the contract. If the settlement date is not known, estimate 15 days. rest from & to dates to the same date Property Taxes (months) (Amount to Pay Owed Bills) ments to a seller. Flood Insurance Premium s prepared, estimate \$700.	Annual Premium Amount Required for Purchase transactions Always ZOMP – never any amount prepaid or collected up front Enter calculated amount Enter calculated amount to bring delinquent. taxes current	Y Y N
 F-Prepaids F-Prepaids F-Prepaids For CP & HELOCS, must " F-Prepaids This is for outstanding ur Include anything that is p F-Prepaids If the annual premium and premiu	Unlimited Unlimited Unlimited Zero" out intere Unlimited paid tax bills or paid to the Coun Unlimited nount is unknow	902 901 est – change inter 904 lly not reimburse ty/City 906 vn when the LE is	Homeowner's Insurance Premium Mortgage Insurance Premium - N/A Prepaid Interest calculate per diem interest based on the settlement date per the contract. If the settlement date is not known, estimate 15 days. est from & to dates to the same date Property Taxes (months) (Amount to Pay Owed Bills) ments to a seller. Flood Insurance Premium	Annual Premium Amount Required for Purchase transactions Always ZOMP – never any amount prepaid or collected up front Enter calculated amount Enter calculated amount to bring delinquent. taxes current	Y Y N

Property Tax Due Calendar by Maryland County

County	Annual	Semi-Annual	County	Annual	Semi-Annual	County	Annual	Semi Annual
BALTIMORE	Jul 1	Jul 1 & Dec 1	DORCHESTER			MONTGOMERY	Sep 30	Sep 30 & Dec 31
HARFORD			FREDERICK			PRINCE GEORGES		
BALTIMORE CITY			CALVERT			ST. MARYS		
HOWARD		Sep 30 & Dec 31	CAROLINE			SOMERSET		
CARROLL			CECIL			TALBOT		
ANNE ARUNDEL			CHARLES			WASHINGTON		
QUEEN ANNES			GARRETT			WICOMICO		
ALLEGANY			KENT			WORCESTER		

Estimating Number of Months to Collect. Use the chart below and add a two-month cushion.

payment due dates for eac	h type of escrow payment and confirm with	the closing agent what if	ing documents, you will need to determine the any payments will be made at closing for each all other properties must be paid Annually.
	Payments: Taxes, Ground Rent		its: Taxes, Homeowner's & Flood Insurance
If the closing date is in:	Collect (months):	If the closing date is in:	Collect (months):
January	2	January	7
February	3	February	8
March	4	March	9
April	5	April	10
May	6	May	11
June	7	June	12
	2		1
July	If bill is unpaid, collect 6 months in ppds,	July	If bill is unpaid, collect 12 months in ppds, line
	line 904		904
August	3	August	2
September	4	September	3
October	5	October	4
November	6	November	5
December	7	December	6

For new builds where a tax bill is not available, use 0.640% of the purchase price or appraised value whichever is greater to determine the tax bill for the property.

For new builds with Habitat, use the actual City/County/State tax rates to estimate the bill.

For a list of Property Tax Rates by Maryland County use SDAT or dat.maryland.gov/real property/Pages, Tax Rates.

G-INITIAL ESCROW PAYMENT	Unlimited		TOTAL OF ITEMS LISTED BELOW	TOTAL	
AT CLOSING					
G-Initial Escrow Payment at	Unlimited	1006	Flood Insurance	Enter calculation. Add a two-month cushion.	N
Closing			(per month for months)	(if applicable)	IN

				1	
G-Initial Escrow Payment at	Unlimited	1007	Ground Rent	Enter calculation. Add a two-month cushion.	N
Closing			(per month for months)	(if applicable)	IN
G–Initial Escrow Payment at	Unlimited	1002	Homeowner's Insurance	Escrow 2 Months Add a two-month cushion.	N
Closing			(per month for months)		IN
G–Initial Escrow Payment at	Unlimited	1003	Mortgage Insurance	Enter calculation.	v
Closing			(per month for months)	(if applicable)	Y
G–Initial Escrow Payment at	Unlimited	1004	Property Taxes	Enter calculation. Add a two-month cushion.	
Closing			(per month for months)		Ν
				•	
H–OTHER	Unlimited		TOTAL OF ITEMS LISTED BELOW	TOTAL	
H–Other	Unlimited	1310	HOA Capital Contribution	Enter amount for Purchase transaction when HOA	NI
				Involved.	Ν
H–Other	Unlimited	1311	Home Inspection Fee	Enter amount for Home Inspection Fee if Borrower.	N
				wants this and this is known	Ν
H–Other	Unlimited	1312	Radon Test or other tests required per the	Enter amount for Purchase transaction if Borrower opts	N.
			sales contract	for this	Ν
H–Other	Unlimited	1313	Real Estate Agent Administrative Fee	Enter amount for Purchase transaction as stated in contract;	N
				if the amount is unknown, use \$395.00	Ν
H – Other	Unlimited	1315	Ground Rent Redemption	Ground rents are capitalized at 6%; calculate the amount to	
				redeem plus the attorney's fee. Add an additional doc prep	
				fee (\$175) and recording (\$60) for the new deed.	
				• EX: Ground rent to be redeemed is \$96.00	
				annually:	Ν
				• 96 / 6% = \$1,600, Section H	
				 Attorney's fee = \$375, Section H 	
				• New deed prep = $$175$, Section C	
				• • • •	
				Recording = \$60, Section E	
		4400	Ground Rent Redemption	\$375 – Attorney's Fee	
H – Other	Unlimited	1103	Title – Owner's Title Insurance (optional)	Calculate on the Purchase Price –See Below	N

• Minimum Policy \$175

• Up to \$250,000 = \$4.80 per \$1,000 of the purchase price

• \$250,001 - \$500,000 = \$4.10 per \$1,000 of the purchase price

• \$500,001 - \$1,000,000 = \$3.50 per \$1,000 of the purchase price

- \$1,000,000 -\$5,000,000 = \$2.75 per \$1,000 of the purchase price
- \$5,000,001 \$15,000,000 = \$1.65 per \$1,000 of the purchase price
- Simultaneous Issue = \$175 -USE PURCHASE PRICE TO CALCULATE FEE AS DESCRIBED ABOVE. ADD \$175 (Simultaneous Issue):

SUBTRACT FEE CALCULATED FOR THE LENDER'S POLICY.

EX: PRICE = \$100,000 100 X 4.80 = \$480.00

LOAN = \$80,000 80 X 3.20 = \$256.00

- 480.00
- + 175.00
- 256.00
- \$399.00

- Enhanced policy –can only be sold and quoted by the closing attorney.
- Construction / Perm Use the Cost to Build Plus Lot Value to Calculate

TOTAL CLOSING COSTS	TOTAL OF E+F+G+H	TOTAL
-TOTAL CLOSING COSTS	TOTAL OF D+I	TOTAL (This amount carries to Page 1 "Estimated Closing Costs" next-to-last line under Costs at Closing)
+	This amount should populate	Total of D+I
ender Credits	This will not be used; enter all costs.	This will be left blank
	This will not be used, enter all costs.	
ALCULATING CASH TO CLOSE	(See optional table info below if there is no Seller)	
	1003, 2015 Itemization, and pages 1 and 2 of the LE.	
otal Closing Costs (J)	AMOUNT AS APPEARS ON LINE J	AMOUNT OF J
losing Costs Financed (Paid	-	SUBTRACT the amount in J that will be paid out of Loan
om your Loan Amount)	(Enter as negative number)	Proceeds
own Payment/Funds From	+	ADD the amount of Down Payment that Borrower must
orrower	(Enter as a positive number)	make (or amount that Borrower must bring to table –
	For purchases – this amount must be the	if not a Refi refer to instructions in Funds For Borrower
	difference between the Purchase Price and	below)
	the Loan Amount	
hown as a separate line-item amount. Enter the a		build less any deposits). The amount held from the loan proce tails of Transaction (as a negative number) AND in the Adjustn
hown as a separate line-item amount. Enter the a other Credits on the Loan Estimate.		tails of Transaction (as a negative number) AND in the Adjustn
nown as a separate line-item amount. Enter the a ther Credits on the Loan Estimate.	mount as "Cost to Build" in the loan application section VII De	tails of Transaction (as a negative number) AND in the Adjustn SUBTRACT the amount of Deposit that Borrower has already
nown as a separate line-item amount. Enter the a ther Credits on the Loan Estimate.	mount as "Cost to Build" in the loan application section VII De - (Disclosed as a negative number)	tails of Transaction (as a negative number) AND in the Adjustn SUBTRACT the amount of Deposit that Borrower has already made for a Purchase transaction or the amount of deposit
hown as a separate line-item amount. Enter the a other Credits on the Loan Estimate.	mount as "Cost to Build" in the loan application section VII De - (Disclosed as a negative number) For purchases only – enter amount paid to	SUBTRACT the amount of Deposit that Borrower has already made for a Purchase transaction or the amount of deposit the borrower has already paid to the builder for their
hown as a separate line-item amount. Enter the a other Credits on the Loan Estimate.	mount as "Cost to Build" in the loan application section VII De - (Disclosed as a negative number) For purchases only – enter amount paid to seller or held in trust or escrow for the sale of	SUBTRACT the amount of Deposit that Borrower has already made for a Purchase transaction or the amount of deposit the borrower has already paid to the builder for their construction contract on a CP loan whether a purchase or
hown as a separate line-item amount. Enter the an Other Credits on the Loan Estimate. Deposit	mount as "Cost to Build" in the loan application section VII De - (Disclosed as a negative number) For purchases only – enter amount paid to seller or held in trust or escrow for the sale of the property	SUBTRACT the amount of Deposit that Borrower has already made for a Purchase transaction or the amount of deposit the borrower has already paid to the builder for their construction contract on a CP loan whether a purchase or refinance.
hown as a separate line-item amount. Enter the an other Credits on the Loan Estimate. reposit	mount as "Cost to Build" in the loan application section VII De - (Disclosed as a negative number) For purchases only – enter amount paid to seller or held in trust or escrow for the sale of the property (Subtract the loan amount from the total of all	SUBTRACT the amount of Deposit that Borrower has already made for a Purchase transaction or the amount of deposit the borrower has already paid to the builder for their construction contract on a CP loan whether a purchase or refinance. If a positive number, enter -0- here – the amount
hown as a separate line-item amount. Enter the an other Credits on the Loan Estimate. reposit	mount as "Cost to Build" in the loan application section VII De - (Disclosed as a negative number) For purchases only – enter amount paid to seller or held in trust or escrow for the sale of the property (Subtract the loan amount from the total of all existing debt being satisfied in this	SUBTRACT the amount of Deposit that Borrower has already made for a Purchase transaction or the amount of deposit the borrower has already paid to the builder for their construction contract on a CP loan whether a purchase or refinance. If a positive number, enter -0- here – the amount is entered in Down Payment/Funds From Borrower above.
hown as a separate line-item amount. Enter the an other Credits on the Loan Estimate. Peposit	mount as "Cost to Build" in the loan application section VII De - (Disclosed as a negative number) For purchases only – enter amount paid to seller or held in trust or escrow for the sale of the property (Subtract the loan amount from the total of all	SUBTRACT the amount of Deposit that Borrower has already made for a Purchase transaction or the amount of deposit the borrower has already paid to the builder for their construction contract on a CP loan whether a purchase or refinance. If a positive number, enter -0- here – the amount is entered in Down Payment/Funds From Borrower above. If a negative number, enter the amount here and
hown as a separate line-item amount. Enter the aport of the Credits on the Loan Estimate.	mount as "Cost to Build" in the loan application section VII De - (Disclosed as a negative number) For purchases only – enter amount paid to seller or held in trust or escrow for the sale of the property (Subtract the loan amount from the total of all existing debt being satisfied in this	 SUBTRACT the amount of Deposit that Borrower has already made for a Purchase transaction or the amount of deposit the borrower has already paid to the builder for their construction contract on a CP loan whether a purchase or refinance. If a positive number, enter -0- here – the amount is entered in Down Payment/Funds From Borrower above. If a negative number, enter the amount here and enter -0- in Down Payment/Funds From Borrower above
CP Loan – This will be the NET of the LOAN AMOUN shown as a separate line-item amount. Enter the an Other Credits on the Loan Estimate. Deposit Funds For Borrower Seller Credits	mount as "Cost to Build" in the loan application section VII De - (Disclosed as a negative number) For purchases only – enter amount paid to seller or held in trust or escrow for the sale of the property (Subtract the loan amount from the total of all existing debt being satisfied in this	SUBTRACT the amount of Deposit that Borrower has already made for a Purchase transaction or the amount of deposit the borrower has already paid to the builder for their construction contract on a CP loan whether a purchase or refinance. If a positive number, enter -0- here – the amount is entered in Down Payment/Funds From Borrower above. If a negative number, enter the amount here and

• Enter as a positive number on the LE page 2.

- Use the Edit button for Adjustments and Other Credits
- o Non-UCD tab
- Below Gift Funds, type Adjustments Between Buyer and Seller Taxes
- Calculate the amount of tax reimbursement owed to the seller see last page
- Enter as a positive number
- On the next line type Adjustments Between Buyer and Seller Water using the chart below:

) 6225 4C			
Baltimore (Co	•				
		d \$185.06			
		d \$216.86			
Δ	nne Arund	el \$148.20			
	Carro	ll \$239.83			
	Ceo	il \$279.16			
All other Count	ties. use nat	ional average c	of \$220.00		
	-	•	-	have paid so the adjustment amount will be prorated daily from th	he date of
settlement.	perty that is				
 Enter grant funds in this se 	ection as a po	sitive number			
Estimated Cash To Close			Will Calculate	TOTAL	
				(If cash to borrower, this will be a negative #; If cash from	
				borrower, this will be a positive number)	
				This amount carries to the 1 st page "Estimated Cash to	
				Close"	
				= bottom line under Costs at Closing	
CALCULATING CASH TO CLOSE			Optional Table if there is no Seller		
Loan Amount			+	Enter Loan Principal Amount	
			(Enter as positive number)		
Total Closing Costs			-	SUBTRACT	
5			(Enter as a negative number)	Amount from Line J	
Estimated Total Payoffs and			-	SUBTRACT	
Payments			(Enter as a negative number)	Amount of payoffs and payments to be made to third	
			(parties	
				and not disclosed in loan costs or other costs	
				(Complete Payoffs and Payments Page)	
Estimated Cash to Close			Calculates Amount	TOTAL	
				Must mark box:	
				Either From	
				Or	
				To Borrower	
Estimated Closing Costs				The amount of Closing Costs from Line J should appear here	
Financed (Paid from your Loan				(if they are paid from the loan proceeds)	
Amount)				This amount carries to the 1 st page "Estimated Cash to	
,				Close" = bottom line under Costs at Closing and must be	
				entered manually minus the appraisal fee (unless the	

Calculating Tax Reimbursements:

Divided by 365:

\$ 10.68 per diem

Note the Payment Type is SA – Semi Annual and paid on 7/27/16 per the tax bill. In this county semi-annual payments are due July and December. Closing Date: January 22, 2016

First Payment Date: March 1, 2016

So, we will assume this seller has paid the next semi- annual tax amount due in December through June 30th prior to our closing. Our borrower takes possession on January 22nd. The buyer owes the seller for 10 days in January INCLUDING the date of closing and the months of February, March, April, May, and June.

10 days x \$10.68 plus 5 months x \$325.07 = \$1,732.15

ayment artial	Payment Type SA	Interes 07/27/20		Calculation Date	Amount Paid 1,936.26
tailed Br	eakdown of Reco	rivable A	mounts		
	Des	cription	Amount	Tax Credits	
	Co	unty Tax	2,836.90		
	1	itate Tax	288.85		
	Bay	Res Fee	60.00		
	Sewe	r Benefit	100.00		
	Sewe	r Service	100.00		
	Storm Water Remedi	ation Fee	17.00		
		Utility	371.77		
	Water Dis	tribution	126.37		
		Total	3,900.89		
The receivat	ole tax amounts refler	t the applic	cation of the t	ax credits listed.	

Notes: RMMR Review Fee \$450.00

APPROVED TRANSACTIONS

COMMERCIAL REAL ESTATE LENDING

The Association is primarily a real estate lender; therefore most of our commercial assets are Commercial Real Estate transactions. Financing in the CRE offerings include the following products/transactions:

- Residential Land Acquisition and Development;
- Commercial Land Acquisition and Development;
- Builder Lines of Credit;
- Commercial Real Estate Construction;
- Multifamily;
- Commercial Real Estate (CRE) Investor Owned or Owner Occupied;
- Letters of Credit;
- Investor Owned Residential Real Estate (IORR); and

UNIMPROVED LAND ACQUISITION

POLICY REQUIREMENTS:

LTV	65% maximum, based on the lesser of cost or "as is" value of the land
Amortization	Repayment should be from a development/construction loan, not the resale of the land
Term	36 month maximum, excluding extensions
Equity	35% of cost invested as upfront equity (may be borrowed equity)
Interest Reserve	Not to exceed 12 months, unless funded in advance by the borrower

DOCUMENTATION REQUIREMENTS:

Flood Certifications	Not required for unimproved property	
Environmental Report	Refer to Environmental Policy	
Appraisal Report	Refer to Appraisal Policy	
Commitment Letter	Issued in writing and should expire 90 days after issue, unless a longer expiration is approved	
Legal Documents	 Should be prepared by internally or by outside counsel and include at a minimum: Promissory Note Deed of Trust/Indemnity Deed of Trust/Mortgage Guaranty Agreement(s) Loan Agreement Title Insurance Resolutions to Borrow and Guaranty (for corporate entities) 	

Liability Insurance	 Subordination Agreement (if land equity is in the form of seller financing or other borrowed equity) Required, typically for \$1MM each occurrence / \$2MM aggregate
Other Required Documents	Purchase contract, lot survey/plat

UNDERWRITING CONSIDERATIONS:

- It is strongly suggested that an interest carry escrow be established
- The land should have access to the necessary utilities
- The land should be properly zoned for the intended use
- Underwriting predicated on the willingness of the bank to underwrite the development/construction loan for the same borrower
- The Borrower is responsible for paying all closing costs and loan fees
- Nonrecourse or partial recourse loans are discouraged, but can be considered on a case-by-case basic
- Please reference the **Commercial Real Estate Underwriting Guidelines** detailed in a separate document.

RESIDENTIAL LAND ACQUISITION & DEVELOPMENT

POLICY REQUIREMENTS:

LTV	Overall 75% maximum on the discounted sell-out value
	75% maximum on land advance, based on the lesser of cost or as is appraised value
	115% minimum partial release
Amortization	If letters of credit are included in the loan, the releases should be adequate to cash collateralize outstanding letters when the loan is repaid by 100% of letters outstanding
Term	36 month maximum, excluding extensions
Equity	25% of land cost (may be borrowed equity)
Interest Reserve	Not to exceed 36 months, with any additional interest carry to be funded by the borrower

DOCUMENTATION REQUIREMENTS:

Flood Certifications	Not required for unimproved property
Environmental Report	Refer to Environmental Policy
Appraisal Report	Refer to Appraisal Policy

Budget	Must be part of the loan approval, commitment letter, and loan agreement
Commitment Letter	Issued in writing and should expire 90 days after issue, unless a longer expiration is approved
Legal Documents	 Should be prepared by outside counsel and include at a minimum: Promissory Note Deed of Trust/Indemnity Deed of Trust/Mortgage Guaranty Agreement(s) Assignment of Contracts, Plans, etc. Specific Assignment and Subordination Agreement if lots are sold UCC filing Loan Agreement Title Insurance Resolutions to Borrow and Guaranty (for corporate entities) Subordination Agreement (if land equity is in the form of seller financing or other borrowed equity)
Liability Insurance	Required, typically for \$1MM each occurrence / \$2MM aggregate
Other Required Documents	Purchase contracts, subdivision plats, developer's contracts to support budget or engineer's estimate

UNDERWRITING CONSIDERATIONS:

- Initial funding not to occur until property is at record plat or record ready stage (land with entitlements)
- Loan should be structured with requirement that development begins within 3-6 months of closing
- Absorption study should indicate that all lots can be developed and enough settlements occur to repay the loan within the stated maturity, including extensions
- Development/Phase should contain a maximum of 50 lots
- Borrower must have direct development experience or contract with an experienced development manager
- Subordinated liens may substitute for land equity requirement. Bank subordination agreement must be used
- Standard project pro-forma and discounted cash flow must be included in the loan approval package
- Loans should be structured and budgeted in phases if possible
- Loan approval should indicate a pre-determined limit on letters of credit
- Nonrecourse pr partial recourse loans are discouraged, but can be considered on a case-by-case basic
- Please reference the **Commercial Real Estate Underwriting Guidelines** detailed in a separate document.

RESIDENTIAL BUILDER LINE OF CREDIT

POLICY REQUIREMENTS:

	Overall 80% maximum on finished unit value
LTV	75% land advance for speculative units
	90% land advance for pre-sold, non-contingent units

Lot Release Price	100% of all funds advanced per lot & unit
Term	Typically, 12 months, but not more than 24 months. A roll-off period of up to 180 days is allowed if the line is not renewed at the end of the term.
Spec Limits	Must be specified in the loan approval, both on a per subdivision basis and an overall basis.
Equity	25% on land advance for speculative units
Interest Reserve	Not permitted with this product

DOCUMENTATION REQUIREMENTS:

Flood Certifications	Not typically required on lot advances; determination required for vertical improvements		
Environmental Report	Not typically required for finished residential lots		
Appraisal Report	Refer to Appraisal Policy. Typically would include a URAR report for each model type.		
Commitment Letter	Issued in writing and should expire 90 days after issue, unless a longer expiration is approved.		
Draw Schedules	Must become part of the commitment letter and loan agreement		
Legal Documents	 Should be prepared by outside counsel and include at a minimum: Promissory Note Deed of Trust/Indemnity Deed of Trust/Mortgage Guaranty Agreement(s) Assignment of Contracts, Plans, etc. Loan Agreement Title Insurance Resolutions to Borrow and Guaranty (for corporate entities) 		
Liability Insurance	Required, typically for \$1MM each occurrence / \$2MM aggregate		
Builder's Risk Insurance	Required, typically for the cost to complete		
Other Required Documents	Purchase contracts, lot surveys, sales contracts, construction plans/specs, schedule of existing projects and contingent liabilities		

UNDERWRITING CONSIDERATIONS:

- Allows financing of lots and improvements in pre-approved subdivisions. New subdivisions may be added during the term upon approval of the department head and loan officer. Building permits should be in place prior to lot advance
- Appraisals for each base model unit to be constructed must be obtained prior to closing, and updated annually thereafter

- Nonrecourse or partial recourse loans are discouraged, but can be considered on a case-by-case basic will be considered on an exception basis only
- Please reference the **Commercial Real Estate Underwriting Guidelines** detailed in a separate document.

COMMERCIAL LAND ACQUISITION & DEVELOPMENT

POLICY REQUIREMENTS:

LTV	75% maximum on finished value
	75% maximum on land advance based on the lower of cost or "as is" value of the land.
Amortization	Repayment must be from a construction loan or the sale of lots with an accelerated release price, 120% minimum
Term	36 month maximum, excluding extensions
Equity	20% of initial acquisition cost invested as up-front equity
Interest Reserve	Not to exceed 24 months, with any additional interest carry to be funded by the borrower

DOCUMENTATION REQUIREMENTS:

Flood Certifications	Not required for unimproved property		
Environmental Report	Refer to Environmental Policy; typically requires a Phase I report		
Appraisal Report	Refer to Appraisal Policy		
Budget	Must become part of the loan approval, commitment letter, and loan agreement		
Commitment Letter	Issued in writing and should expire 90 days after issue, unless a longer expiration is approved.		
Legal Documents	 Should be prepared by outside counsel and include at a minimum: Promissory Note Deed of Trust/Indemnity Deed of Trust/Mortgage Guaranty Agreement(s) Assignment of Contracts, Plans, etc. Loan Agreement Title Insurance Resolutions to Borrow and Guaranty (for corporate entities) Subordination Agreement (if land equity is in the form of seller financing or other borrowed equity) 		
Liability Insurance	Required, typically for \$1MM each occurrence / \$2MM aggregate		

UNDERWRITING CONSIDERATIONS:

- Loan should be structured with requirement that development begins within 3 months of closing
- Initial funding not to occur until property is at record plat or record ready stage (land with entitlements)
- The land should have access to the necessary utilities
- The land should be properly zoned for the intended use
- Underwriting predicated on the willingness of the bank to underwrite the construction loan for the same borrower.
- Higher equity may be required for specialty real estate
- Nonrecourse or partial recourse loans are discouraged, but can be considered on a case-by-case basic
- Please reference the **Commercial Real Estate Underwriting Guidelines** detailed in a separate document.

COMMERCIAL LAND ACQUISITION & CONSTRUCTION

POLICY REQUIREMENTS:

	80% maximum on finished product
LTV	85% maximum loan to cost
	75% maximum on land advance based on the lower of cost or "as is" value of the land
Amortization	Must have a written commitment for the permanent loan or the Bank must be extending an offer for a mini-permanent. For sale properties (i.e. condominiums, retail space) should have accelerated releases equal to a minimum of 120% of the per unit loan.
Term	36 month maximum, excluding extensions
DSCR	1.20X pro-forma minimum
Equity	15% of total project cost invested as upfront equity; 25% land equity
Interest Reserve	Not to exceed 24 months, with any additional interest carry to be funded by the borrower

DOCUMENTATION REQUIREMENTS:

Flood Certifications	Determination required. If in flood zone, insurance must be obtained prior to closing and appraisal must develop the "cost approach"
Environmental Report	Refer to Environmental Policy
Appraisal Report	Refer to Appraisal Policy
Budget	Must become part of the loan approval, commitment letter, and loan agreement

Commitment Letter	Issued in writing and should expire 90 days after issue, unless a longer expiration is approved.
Legal Documents	 Should be prepared by outside counsel and include at a minimum: Promissory Note Deed of Trust/Indemnity Deed of Trust/Mortgage Guaranty Agreement(s) Assignment of Contracts, Plans, etc. Loan Agreement Title Insurance Resolutions to Borrow and Guaranty (for corporate entities) Specific Assignment of Leases and Rents Contractor's Agreement to Complete Subordination Agreement (if land equity is in the form of seller financing or other borrowed equity)
Liability Insurance	Required, typically for \$1MM each occurrence / \$2MM aggregate
Builder's Risk Insurance	Required, typically for the cost to complete
Other Required Documents	Purchase contract, construction plans/specs, engineer's review of costs/budget

UNDERWRITING CONSIDERATIONS:

- Loan may be for investment properties or owner-occupied property
- Investment property should have sufficient pre-leasing to indicate market acceptance
- Funding should not occur until land is at record plat or record ready stage
- Higher equity may be required for specialty real estate
- Nonrecourse or partial recourse loans are discouraged, but can be considered on a case-by-case basic
- Please reference the **Commercial Real Estate Underwriting Guidelines** detailed in a separate document.

COMMERCIAL BUILDINGS PERMANENT MORTGAGES

POLICY REQUIREMENTS:

LTV	80% maximum on investor or owner-occupied properties
Amortization	25-year maximum w/ 30 year maximum for new apartment projects only
Term	10-year maximum call period Fully amortizing 15-year terms are allowed for owner occupied properties
DSCR	1.20X minimum 1.00X minimum for Non-Profit organizations
Equity	15% of cost invested as upfront equity

Interest Reserve	Permitted during initial lease-up periods, not to exceed 18 months

DOCUMENTATION REQUIREMENTS:

Flood Certifications	Determination required. If in flood zone, insurance <u>must</u> be obtained prior to closing and appraisal must develop the "cost approach".
Environmental Report	Refer to Environmental Policy
Appraisal Report	Refer to Appraisal Policy
Assignment of Leases/Rents	Covers each lease specifically, w/ lease attached, acknowledged by lessor
Commitment Letter	Issued in writing and should expire 90 days after issue, unless a longer expiration is approved.
Legal Documents	 Should be prepared by internally or by outside counsel and include at a minimum: Promissory Note Deed of Trust/Indemnity Deed of Trust/Mortgage Guaranty Agreement(s) Assignment of Leases and Rents Loan Agreement Title Insurance Estoppel Certificates on all leases that represent 10% of more of the leasable space Resolutions to Borrow and Guaranty (for corporate entities) Subordination Agreement (if land equity is in the form of seller financing or other borrowed equity)
Liability Insurance	Required, typically for \$1MM each occurrence / \$2MM aggregate
Property Insurance	Required, typically equal to the greater of the loan amount or property's replacement cost
Other Required Documents	Leases, rent rolls, sales contract (for purchases), building structural reports (depending on the building's age)

UNDERWRITING CONSIDERATIONS:

- Any major or primary tenant should be analyzed for financial capacity to perform under the lease
- Investor owned properties should not have significant lease maturities that will expire within a near term of the loan closing
- Financial statements on the subject/collateral property must be required no less frequently than annually. In the event of a single real estate asset entity, such as an S Corp established for the sole purpose of owning the collateral property, tax returns plus a rent roll will suffice
- For multi-tenanted properties in excess of 20,000 sf, the cash flow and valuation analysis should use a vacancy & collection factor; as well as rental rates, of the lower of actual or market.

- The establishment of an escrow/reserve account for building maintenance and repairs, taxes and insurance is strongly encouraged depending on the loan amount and size of the building
- Please reference the **Commercial Real Estate Underwriting Guidelines** detailed in a separate document.

LETTERS OF CREDIT

POLICY REQUIREMENTS:

LTV	Fully collateralized by either the underlying real estate or by funds/deposits held by the Association in a trustee savings account
Amortization	Releases should be adequate to cash collateralize outstanding letters when the loan is repaid by 100% of letters outstanding
Term	12 month maximum, subject to annual renewal
Equity	Not applicable
Interest Reserve	Not applicable

DOCUMENTATION REQUIREMENTS:

	Legal Documents	 Deed of Trust must include the pre-approved limit of letters of credit Letter of Credit Note Letter of Credit Application
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UNDERWRITING CONSIDERATIONS:

- Will typically be approved in conjunction with a real estate loan
- Intended uses include:
 - Security for public works agreements
 - Bonds covering development work
 - Security for grading permits
 - Security for driveway aprons
 - Security for HOA associations
- Letters of credit acting as security for land purchase contracts should be approved only for financially secured customers, and only where the Bank is willing to finance the underlying project
- Please reference the **Commercial Real Estate Underwriting Guidelines** detailed in a separate document.

INVESTOR OWNED RESIDENTIAL REAL ESTATE - IORR

POLICY REQUIREMENTS:

LTV	80% maximum based on the lower of purchase price or "as is" value
Amortization	Up to 25 year
Term	Up to 10 year

DSCR	1.20X minimum
Equity	20% of initial acquisition cost invested as up-front equity
Interest Reserve	Not permitted with this product

DOCUMENTATION REQUIREMENTS:

Flood Certifications	Determination required. If in flood zone, insurance <u>must</u> be obtained prior to closing and appraisal must develop the "cost approach".
Environmental Report	Not typically required for residential units
Appraisal Report	Refer to Appraisal Policy; appraisal must include a comparable rent schedule
Legal Documents	 Should be prepared by internally or by outside counsel and include at a minimum: Promissory Note Deed of Trust/Indemnity Deed of Trust/Mortgage Guaranty Agreement(s) Assignment of Rents, Contracts, Plans, etc. Loan Agreement Title Insurance
Liability Insurance	Required, Rental Dwelling Policy, which includes loss of rental income coverage
Property Insurance	Required, typically equal to the greater of the loan amount or property's replacement cost
Other Required Documents	Lease/Rental Agreement

UNDERWRITING CONSIDERATIONS:

- Refinance Transaction
 - Limited cash out/only to cover closing costs or for renovation of the collateral
 - Rental income must be reported on prior year tax return (sch. E) or verified through a lease
- Purchase Transaction
- Nonrecourse or partial recourse loans are discouraged, but can be considered on a case-by-case basic
- Please reference the **Commercial Real Estate Underwriting Guidelines** detailed in a separate document.

CRA BRANCH OPENING AND CLOSING

- Rosedale Federal closed a branch located at 5424 Carville Avenue, Arbutus, Maryland 21227 and open a branch located at 1520 Sulphur Spring Road, Arbutus, Maryland 21227 in 2024.
- > Rosedale Federal did not open or close any branches in 2023.
- Rosedale Federal closed a branch on October 28, 2022, located at 1A Bel Air S Pkwy, Bel Air, MD 21015.
- > Rosedale Federal acquired four (4) branches on July 8, 2022, when merged with Chesapeake Bank of Maryland:
 - o 2001 East Joppa Road, Baltimore, MD 21234
 - o 5424 Carville Avenue, Baltimore MD 21227
 - o 3820 Mountain Road, Suite I, Pasadena, MD 21122
 - o 1A Bel Air South Parkway, MD 21015
- > Rosedale Federal did open a branch on February 28, 2022, located at 1730 York Road Timonium, MD 21093.

Quarter	Mortgage	Consumer			
Ending	Loans	Loans	Total Loans	Total Deposit	Ratio
2022					
March	657,760,864	6,309,610	664,070,474	811,176,722	81.87%
June	708,840,367	7,073,697	715,914,064	822,713,978	87.02%
September	886,556,003	11,807,218	898,363,221	972,879,859	92.34%
December	893,279,938	12,104,406	905,384,344	945,720,142	95.73%
2023					
March	923,901,229	230,910	924,132,139	954,839,865	96.78%
June	923,052,378	209,457	923,261,835	951,214,414	97.06%
September	928,339,406	198,678	928,538,084	945,283,056	98.23%
December	924,444,944	157,561	924,602,505	953,487,192	96.97%
2024					
March	908,981,995	129,352	909,111,347	992,183,171	91.63%
June	911,798,609	116,944	911,915,553	1,004,861,379	90.75%
September	893,535,569	110,737	893,646,306	1,010,046,728	88.48%
December			-		

Quarter Ending	Mortgage Loans	Consumer Loans	Total Loans	Total Deposit	Ratio
2023					
March	923,901,229	230,910	924,132,139	954,839,865	96.78%
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2024					
March	908,981,995	129,352	909,111,347	992,183,171	91.63%
June	911,798,609	116,944	911,915,553	1,004,861,379	90.75%
September	893,535,569	110,737	893,646,306	1,010,046,728	88.48%
December	894,484,534	103,609	894,588,143	1,009,742,795	88.60%
2025					
March June September December	914,614,583	96,952	914,711,535	1,011,118,609	90.47%

Loan-to-Deposit Tracking - Quarterly



Financial Statement as of 12.31.25

Assets

Loans Receivable (net of Allowance for Loan Losses)	\$886,792.000
Federal Home Loan Bank Stock	3,945,000
Investments and Securities	180,761,000
Cash on Hand and in Banks	116,679,000
Office Buildings and Equipment (Less Depreciation)	28,155,000
Other Assets	46,290,000
Total Assets	\$1,262,622,000
Liabilities	
Deposit Accounts	\$1,009,345,000
Mortgage Escrow Accounts	398,000
Borrowed Funds	-
Deferred Income and Other Liabilities	6,704,000
Total	\$1,016,447.000
Net Worth	
Retained Earnings	\$246,175,000
Total Net Worth	245,125,000
Total Liabilities and Net Worth	\$1,262,622,000



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COMMUNITY REINVESTMENT ACT

COMMENTS, COMPLAINTS, AND CORRESPONDENCE

CRA CONSUMER COMPLAINTS OR COMMENTS

- Rosedale Federal received a complaint October 27, 2024
- Rosedale Federal has not received any public comment YTD as of 2023
- Rosedale Federal has not received any public comments YTD as of 2022
- Rosedale Federal has not received any public comments YTD as of 2021
- Rosedale Federal has not received any public comments YTD as of 2020.
- Rosedale Federal has not received any public comments YTD as of 2019

Rosedale Federal Savings & Loan Association 9616 Belair Road Baltimore, MD 21236

Subject: Complaint Regarding Unfair Lending Practices and Discriminatory Treatment

Dear J Edward Grant, SVP Chief Lending Officer,

I am writing to formally express my concerns regarding the handling of my Home Equity Line of Credit (HELOC) application with Rosedale Bank, specifically in regard to actions taken by your loan officer that appear to violate both Maryland state and federal loan compliance regulations.

On **15 September 2024**, I applied for a HELOC with your bank and was offered a favorable rate, valid until **15 November 2024**. Despite my exceptionally good credit score of 743-782 and substantial equity (\$125K) in the property, the loan officer subjected me to multiple hard inquiries on my credit report, which I explicitly objected to during the process. I repeatedly released the freeze with each of the three bureaus to accommodate the loan officer's request. These hard inquiries have adversely affected my credit score, remain visible on my bureau reports for multiple years and it is my understanding that such actions are not only unnecessary but are likely in violation of fair lending practices as outlined by the Equal Credit Opportunity Act (ECOA).

Additionally, I was told via email my loan application was closed (against my objections). I believe that the eventual denial of my application may have been influenced by discriminatory practices, as my residence is located in a predominantly Black neighborhood. This raises serious concerns regarding potential redlining or other forms of discriminatory lending prohibited by the Fair Housing Act and Maryland's Civil Rights Act.

Concerns you should investigate:

- 1. No official reason for credit denial even though my application on your portal indicates I have provided all required documents and tasks have been completed.
- 2. Extraordinary personal financial detail required/submitted in your portal
- 3. Multiple hits to my Experian and TransUnion credit bureaus
- 4. The loan was not funded and no written letter of adverse action.
- 5. With my credit score and my home equity the obvious reason for the poor service and mistreatment must be related to:
 - a. The residence is in Baltimore City and specifically predominately Black neighborhood. I was given extraordinary hassle to prevent/dissuade my loan application. Someone should investigate the Rosedale historical track record funding HELOC in minority Baltimore City neighborhoods.
 - b. Even if there was an acceptable reason to require all three bureaus for one loan application
 it is similarly unreasonable to request each bureau multiple times for one application.

Someone should investigate this practice of intentionally negatively impacting the bureaus to degrade the credit bureau score of minority applicants so we can not get subsequent credit, if/when the Rosedale loan is approved.

I have provided all requested documentation promptly given the varied document requested. Out of nowhere, I received a letter giving me a deadline to provide all the documents "by close of business on **16 October 2024**", while the loan officer was on vacation out of the office (I received out of the office on her email reply). Your online portal confirmed receipt prior to the "deadline". To "fax" all the documents with date/time stamp by your deadline cost \$37 because Rosedale Federal does not provide postage paid express delivery envelop to comply with your urgent need to return the paper documents you could have provided digitally (DocuSign) in your HELOC application portal. Despite this, my application was stalled and ultimately rejected without a clear explanation. I urge you to investigate this matter thoroughly and rectify the damage done, including removing the extra/second hard inquiries from my credit report.

If Rosedale Federal is unable to fund my loan application, Under the Maryland Personal Information Protection Act, I have the right to request the deletion of my personal data held by your company. I kindly ask you to confirm the deletion of my information and notify me once this has been completed.

If I do not receive a satisfactory response within 14 days, I will be escalating this matter to relevant regulatory bodies and the three Baltimore television network news consumer reporters.

have attached most of the email correspondence and screenshots to initiate your investigation:

- 1. HELOC application offer letter
- 2. my Rosedale HELOC loan portal screenshots
- 3. my paid credit bureau monitor service screenshots
- 4. the Fax confirmation and cover

Sincerely,

sell Roger

January 10, 2025

Russell Rogers

912 Marlau Drive

Baltimore, Maryland 21212-3213

Re: Official Response to Customer Complaint Letter written by Mr. Rogers on October 27, 2024

Dear Mr. Rogers,

Thank you for bringing your concerns to our attention regarding your Home Equity Line of Credit application process. At Rosedale Federal Savings and Loan, we are committed to providing exceptional service while adhering to industry regulations and best practices. We have conducted a thorough review of your concerns and met with both bank staff and you directly to fully understand and address the issues raised. Below is a formal response to the matters you outlined.

1. No Official Letter of Credit Denial

We acknowledge your concern regarding the absence of a credit denial notice. Please note that your loan application was not denied. Rather, the file was closed due to incompleteness. A formal "Notice of Incompleteness" (NOI) was issued and sent to you on October 8, 2024, outlining the outstanding items required to proceed with your application.

2. Extraordinary Personal Financial Detail Requested

Our underwriting standards are consistent with our internal loan policy and industry practices. The level of documentation requested is typical for files with features similar to your application and is necessary to ensure compliance with lending regulations.

3. Multiple Hits to Experian and TransUnion Credit Bureaus

Your concern about multiple credit inquiries was related to challenges encountered due to credit bureau freezes. Our records indicate that temporary unfreezing of your accounts was required for us to complete the credit review process. Unfortunately, there were instances where your Equifax account remained frozen despite prior attempts to unfreeze it. This required multiple inquiries to ensure we could proceed with the credit evaluation. There is a 45-day grace period for mortgage shopping therefore our inquiries count as one mortgage hit regarding the impact to the credit score.

4. Loan Not Funded and No Adverse Action Notice

As noted above, the file was closed for incompleteness due to outstanding required items that were not submitted. The "Notice of Incompleteness" issued on October 8, 2024, clearly outlined these missing items. Without a complete application, a credit decision could not be made.

5) With my credit score and my home equity-the obvious reason for the poor service and mistreatment must be related to the residence in Baltimore City and specifically predominately Black neighborhood. Please note that during the application phase, equity was not confirmed as there was no appraisal report obtained. This is typical while we gather to documentation needed to make a credit decision.

In response to the subject letter that was received on November 5, 2024, which you signed and dated October 27, 2024, as I discussed with you personally, we conducted several meetings to assess the situation. Through these discussions, it became clear that misunderstandings contributed to delays, including the timeframes for credit bureau access and the requirement for a trust agreement related to the collateral (your home at 912 Marlau Drive).

To address these concerns and support your application, the Bank reopened your file. On November 19, 2024, a conditional loan approval was issued. Despite several follow-ups, we did not receive a signed acceptance of the terms. Subsequently, on November 27, 2024, we provided the appraisal report and issued a Final Loan Approval. Unfortunately, we received your email dated December 8, 2024, stating you would not proceed with the loan request.

We recognize that clearer communication could have alleviated some of the misunderstandings throughout this process. We are committed to improving our processes and ensuring that our customers receive clear and consistent guidance.

Should you have any further questions or wish to discuss this matter further, please do not hesitate to contact me directly at [phone number] or [email address]. We value your business and remain committed to addressing your concerns.

Sincerely,

J. Edward Grant Chief Lending Officer, SVP Rosedale Federal Savings and Loan



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COMMUNITY REINVESTMENT ACT

HMDA REPORTS



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HOME MORTGAGE DISCLOSURE ACT NOTICE

The HMDA data about our residential mortgage lending are available online for review. The data show geographic distribution of loans and applications; ethnicity, race, sex, age, and income of applicants and borrowers; and information about loan approvals and denials.

These data are available online at the Consumer Financial Protection Bureau's Web site (www.consumerfinance.gov/hmda).

HMDA data for many other financial institutions are also available at this Web site.